

# THE AMERICAN ELEVATOR AND GRAIN TRADE

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A MONTHLY JOURNAL DEVOTED TO THE ELEVATOR AND GRAIN INTERESTS.

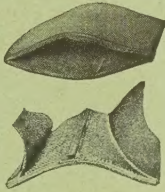
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CHICAGO, ILLINOIS, MARCH 15, 1913.

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## IF THE PLIES

of your belt separate like  
this it wasn't



## "R. F. & C." Solid Woven Rubber Belt

The "R. F. & C." gives MAXIMUM of strength and  
MINIMUM of stretch. Eliminates all belt troubles.

*A sample will prove most convincing evidence;  
send for it.*

**W. H. SALISBURY & CO., Inc.**

Pioneer Rubber Belt Manufacturers in the West  
CHICAGO, ILLINOIS



New York Boston  
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Be sure it's the  
"MOHAWK"

brand of rubber  
belting.

Order of your build-  
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direct.

Consign your Grain and Field Seeds to

# Somers, Jones & Co.

82 Board of Trade, CHICAGO



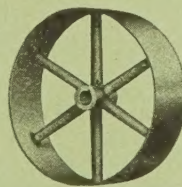
**MINNEAPOLIS SEED  
COMPANY**

# SEEDS

Timothy Our Specialty

**MINNEAPOLIS, - MINN.**

TRADE MARK REGISTERED IN U. S. A.



## Jones Power Transmission Machinery

is the standard by which all machinery in this line is measured.

A plant equipped with the "Jones" Transmission Machinery,  
Pulleys, Shafting, Hangers, Friction Clutches, etc., will give  
satisfaction.

Send for catalogue and prices.

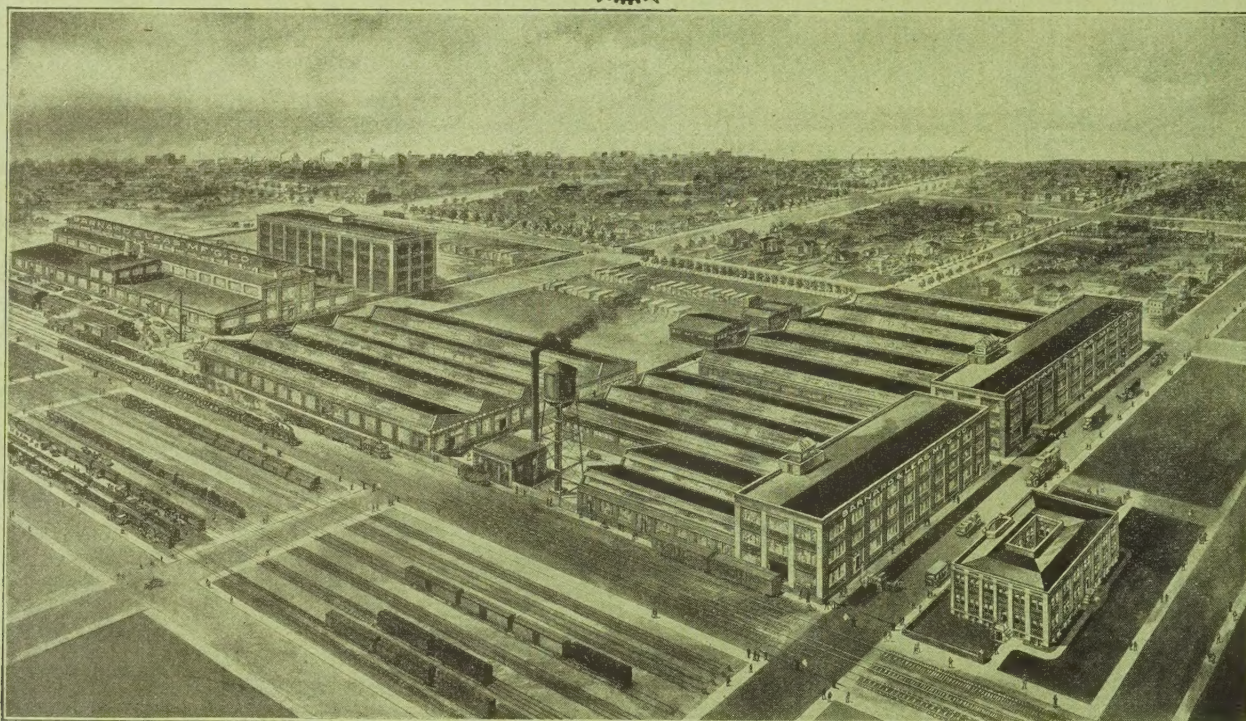
**W. A. Jones Foundry & Machine Co.**

1411 North Ave., Chicago, Ill.

Transmission Experts



## New Shops Of Barnard & Leas Mfg. Co.



New Tools    New Appliances    New Conveniences  
Larger Capacity    Improved Facilities  
**This is a Full Line House**

We make from the crude material every machine needed in a modern flour mill. We are not engaged in any side lines to distract and divide our time and attention.

It will be to your advantage to give this model plant a trial on your next order.

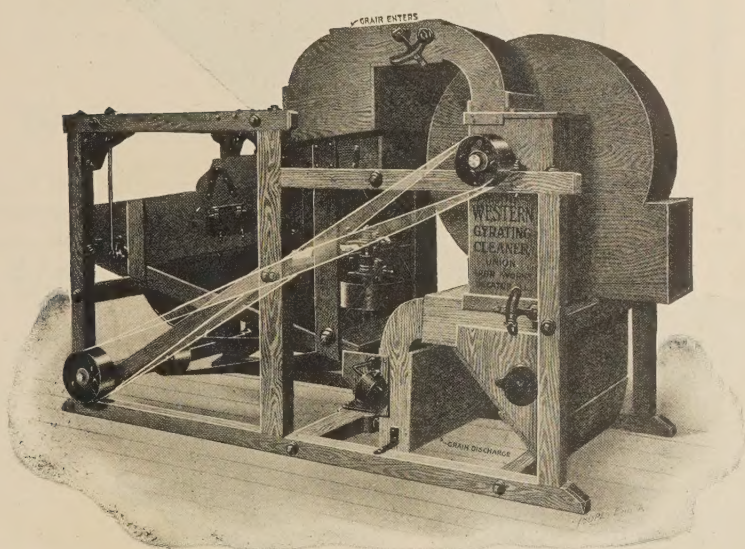
**BARNARD & LEAS MFG. CO.**  
MILL BUILDERS AND  
MILL FURNISHERS  
ESTABLISHED 1860. MOLINE, ILLINOIS, U.S.A.



# The "Western" Line

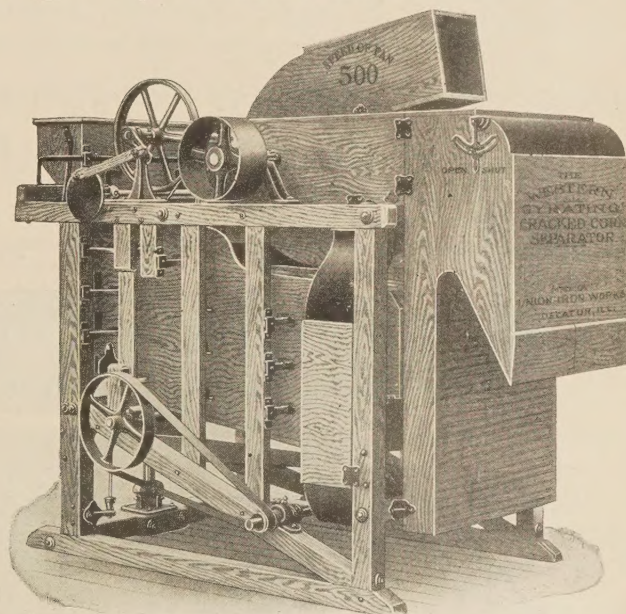
When you buy a "Western" you insure the best of results; a machine with which all others are compared; the pioneer backed by nearly fifty years of success.

## Necessities for Your Spring Improvements



**"Western" Gyrating Cleaner**

Handles grain of all kinds better and cheaper than any other cleaner of equal capacity on the market. It has two distinct movements, rotary and oscillating. The improved patented adjustable finger screens used on this cleaner are non-chokable and are always clean and open, assuring a quick and perfect separation. Special screens for cleaning wheat and other small grains can be easily and quickly adjusted. The discharge is almost directly on the line below the place the grain enters and just at the natural point for spouting into bins or cars. It is simple, strong, of best material, thoroughly braced and will not rack. It takes less room, either in floor space or height, than any other machine of equal capacity.



**"Western" Gyrating Cracked Corn Separator**

is the latest success of our "Western" line of corn handling machinery and fills a long-felt want among mills and elevator operators who take pride in introducing high grade poultry and stock feed. It takes cracked corn as it comes from the grinder or rolls, cleans and grades it into three sharp, uniform sizes and at the same time removing the flour, meal, bran and corn hulls into separate compartments to themselves. It is built in six sizes—capacities forty to one hundred bushels per hour. It turns waste into profit and is a money maker for you.

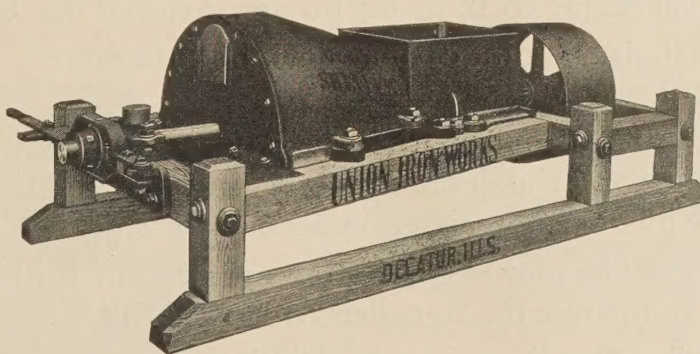
### Considered the Best

Marshfield, Ind.,  
Feb. 25, 1912.

Union Iron Works,  
Decatur, Ill.

Gentlemen:—Your Cleaner, which we installed in our plant, is proving very satisfactory. We consider it the best cleaner on the market today, and would use no other than the WESTERN Gyrating Cleaner.

Yours truly,  
MARSHFIELD GRAIN CO.



**"Western" Regular Separate Warehouse Sheller**

There are more of this type of sheller in operation than any other style, on account of its being constructed so as to accommodate any elevator built. The popularity is due to its superiority over all other shellers. One of the latest improvements is our patent adjusting lever enabling the operator to adjust the cylinder instantly while running, to all kinds and condition of corn. "Western" Shellers are equipped with a solid conveyor feed giving them greater capacity, more positive feed and prevents cracking corn and breaking up the cobs. Corn can not jump out of the hopper. Shelling surfaces are subjected to our special chilled process. They run at slow speed, require no attention and occupy less floor space than any other sheller at equal capacity. Built in seven sizes, with capacities from 125 to 2000 bushels per hour.

### Can't Say Too Much

Custer, Illinois, 1-22-13.  
Union Iron Works,  
Decatur, Ill.

"I have placed 8 cars of corn on the market and 8 have topped the market. That shows plainly what a 'No. 33 Western Gyrating Cleaner' will help to do. I don't think that you can say too much for the Western Gyrating Cleaner."

Yours very truly,  
E. L. DAVIS,  
Asst. Mgr. B. & B. Farmers Grain Comp'y.

WE manufacture a complete line of mill and elevator equipment—Corn Shellers, Grain Cleaners, Elevating and Conveying Machinery, Power Transmitting, Boots and Boot Tanks, Spouting, Clutches, Pulleys, Sprockets, Elevator Heads and other supplies.

WE want you to write us at any time for information or advice concerning "Elevator or Milling Machinery" problems. It costs you nothing—we know our experience and study in this line will prove valuable to you. Much valuable information is offered in "Everything from Pit to Cupola." It is free for the asking.

**"Western" stands for simplicity, superiority and satisfaction in elevator and mill machinery**

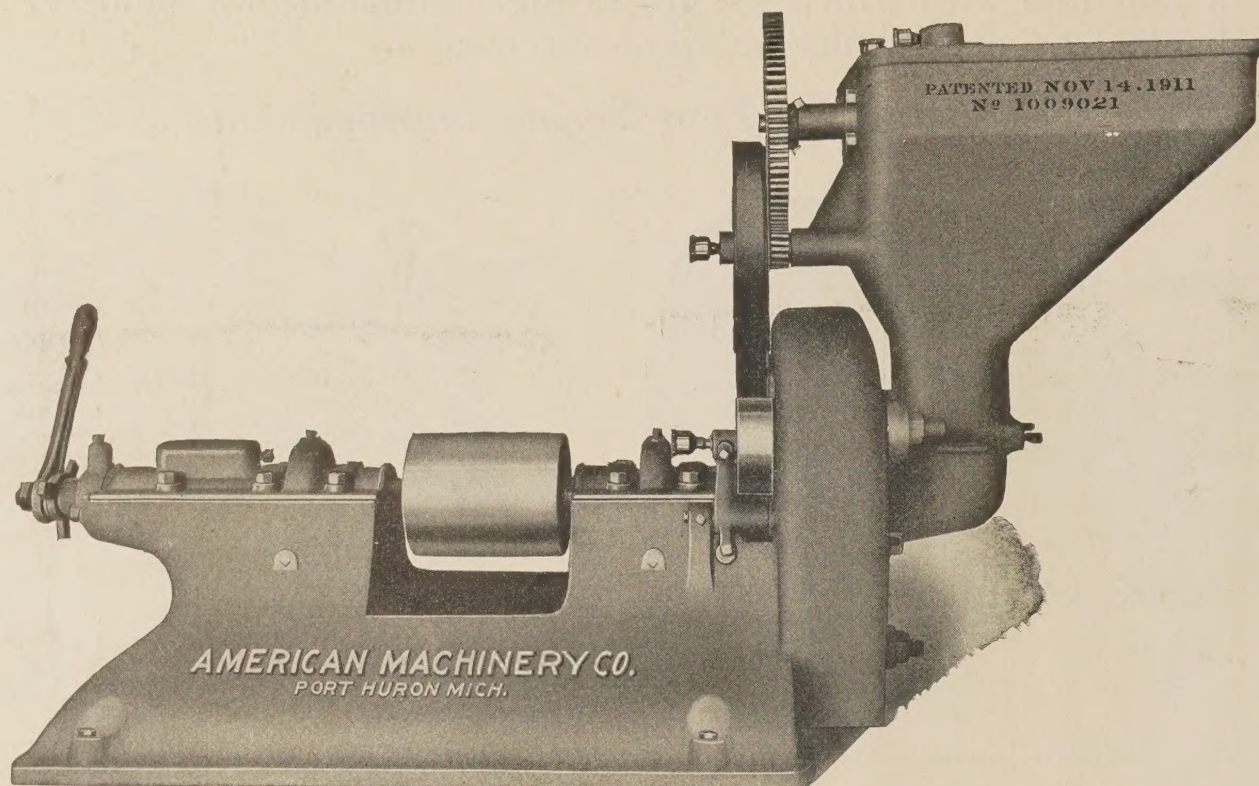
# UNION IRON WORKS

DECATUR

ILLINOIS



# Doesn't This Look Good to You?



## Base---Bearings---Case, All Cast Solid In One Piece.

**Force Feed**—Machine is equipped with vertical Conveyor Force Feeder that will feed evenly crushed ear corn, or any foreign material that may be in the grain.

**Shaft**—The Shaft is 50 point carbon steel, hot hammered, accurately ground, turned and planished.

**Grinding Plates**—The grinding Plates are entirely different than those used on Attrition Mills. They cut the grain the same as a roll, and the product ground is soft and bulky, which is appreciated by feeders of stock.

**Power Required**—The power required to operate our Mill is one-third to one-half that required to operate the so-called Attrition Mills.

**Substantially Built**—Our American Special is so strongly and substantially built that it will last a life-time.

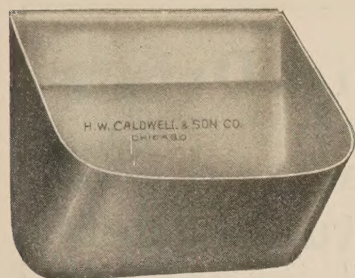
**Pressure**—The greatest pressure on all grinding mills comes on the end of the shaft, and this is equipped with Ball Bearing.

*Write for further description, and Net prices to*

## The American Machinery Company

Port Huron, Michigan





# Elevator Screw Conveyors Buckets

**Salem Buckets** fill easily, carry maximum load, and empty clean. Notice rounded corners and general shape. The best elevator bucket for all kinds of grain, and mill products.

Made in more sizes and gauges than any other bucket on the market. We fill orders promptly from the large stock which we carry.

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Unquestionably our Helicoid (continuous flight conveyor) is the best screw conveyor made. We are the originators of and fully equipped to make the sectional flight conveyor also, but advise customers to use Helicoid, because it is better balanced and more durable than any other screw conveyor, and renders more satisfactory service.

Helicoid conveyor is well adapted to the handling of grain and all milling products; cotton seed and cotton seed products, fertilizers, sugar, starch, rice, coal, ashes, cement, concrete, phosphate, sawdust and many other articles.

HELICOID COSTS NO MORE THAN OTHER CONVEYORS

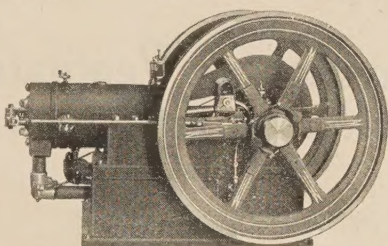
**H. W. Caldwell & Son Co.**

CHICAGO, Western Ave., 17th-18th St.  
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## LAUSON "FROST KING"

The Engine with the Built-in Magneto and NO Batteries.

Built in sizes from 2 to 50 HP.



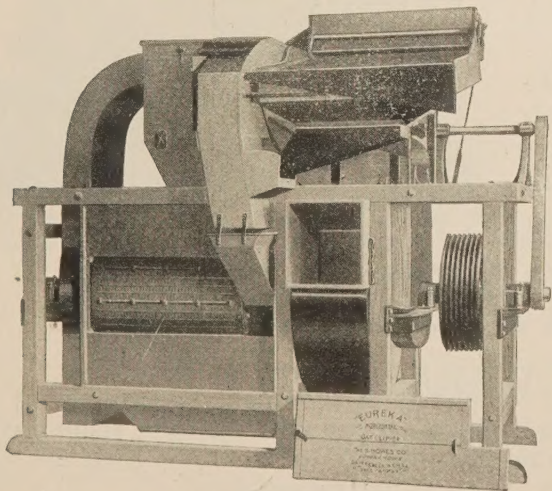
Gasoline or Kerosene.

Write for large Catalog and Prices before buying.

THE JOHN LAUSON MFG. CO., 59 Monroe St., NEW HOLSTEIN, WIS.

## WEATHER-BEATEN OATS

at a cost of 1 to 3 cents per bushel for shrinkage and clipping can be so improved by this machine that they will yield the dealer 4 to 6 cents more per bushel.



**Eureka Ball Bearing Oat Clipper**

HEAVY DUTY CONSTRUCTION

Catalog Free

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SILVER CREEK, N.Y.

## International Sugar Feed Co.

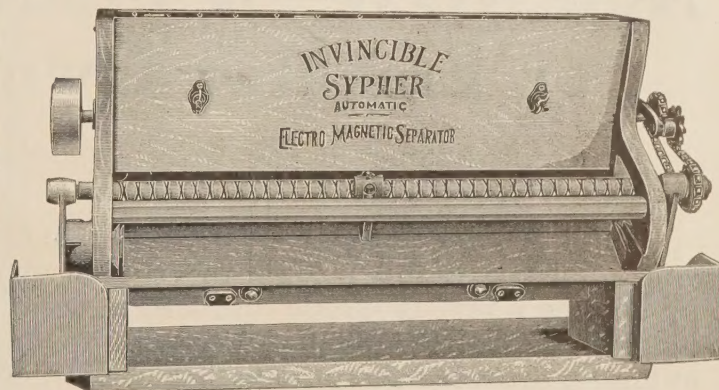
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International Sugared Dairy Feed  
International Special Molasses Feed  
International Sugared Horse Feed  
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These feeds are unequalled in nutritive value. Sold by dealers everywhere

## THE INVINCIBLE-SYPHER Electro Automatic Magnetic Separator



Very Durable—Small Consumption of Current

Will positively remove all iron from the grain.

Has retaining force of 500 pounds, making it impossible for any iron to pass it.

This machine does not deteriorate with age—the contrary actually becomes more efficient with use.

We are prepared to furnish a small inexpensive dynamo for it where current is not available.

**INVINCIBLE GRAIN CLEANER COMPANY**

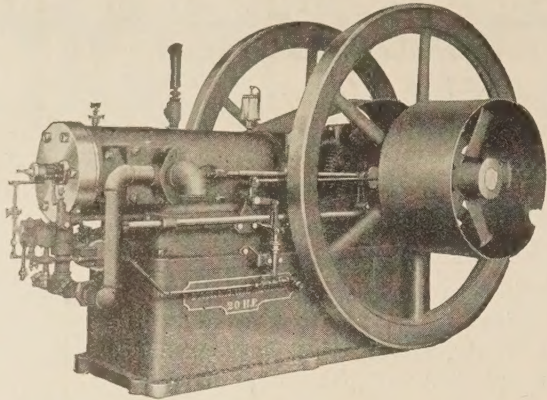
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### Fairbank-Morse Oil Engines

develop as much power on a gallon of Kerosene as on a gallon of Gasoline.

How much do you pay for Gasoline?  
For Kerosene?

Compare the prices and you have a line on the saving you can make with these engines.

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Wabash Avenue and Eldredge, Place Chicago, Illinois

Fairbanks Scales, Pumps, Water Systems, Electric Light Plants,  
Electric Motors Windmills, Feed Grinders.

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## Grain Driers

All sizes, for all purposes.

## Improved BROWN -DUVEL Moisture Testers

High steel stands with shelves;  
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gas, gasoline, alcohol or elec-  
tricity; oil storage reservoirs.

These protect the grain man against incor-  
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tion of grain in storage. They enable him  
to improve his grain and to tell with abso-  
lute certainty that it will make the grade  
he wishes.

They are his best INSURANCE against  
loss, and they win profits not obtainable  
otherwise. Hundreds of dealers equipped  
themselves in 1912. *What are your needs  
for 1913?*

### Hess Warming & Ventilating Co.

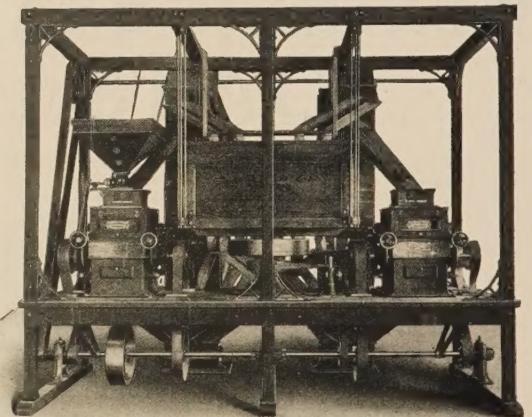
910 Tacoma Building, CHICAGO

A new moisture tester booklet with latest and complete instructions for  
testing all kinds of grain, is just from the press. Every grain  
dealer should have one. Ask us for it.

## And NOW—A Flour Mill for Elevator Owners

If there is anyone in the world who can profitably  
install a Wolf Portable Mill, it is YOU!

Think!—*you* can buy wheat cheaper than most people,  
you are always in touch with the source of supply, and,  
by holding a few thousand bushels, instead of cleaning  
out entirely, you would have enough to keep the mill  
humming between the principal grain dealing seasons.



## WOLF SELF-CONTAINED PORTABLE MILL

One man (he need not necessarily be an experienced  
miller, either) can operate the Wolf Portable Mill  
after a few days' practice with as much of a feeling  
of security as an old head in the milling business  
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It is simple to understand—  
nothing complex or compound—all  
machinery directly and constantly

under the eye of the operator.

Built complete and thoroughly tested here at our  
factories—shipped to you in sections, each section  
being carefully marked to facilitate re-assembling.  
Capacity, 15 to 35 barrels per day.

We are ready to send full particulars the very  
moment we receive your request. Let us have it  
today.



## THE WOLF COMPANY

CHAMBERSBURG, PENNA.





## New Year's

time, time to count the year just past as good, bad or tolerable. Time to reap what we have sown—to reckon again and see where we can improve the record in the coming year. Perhaps this can be done by adding to your equipment machines that are better suited to attain the quality results you so earnestly desire.

Long years of active experience have fitted Nordyke & Marmon Company to help you obtain these quality results. Our experts can recommend effective methods and equipment for your particular need and our factory can supply your demands promptly and correctly.

Let us get together. Write now while the year is young.

## Nordyke & Marmon Company

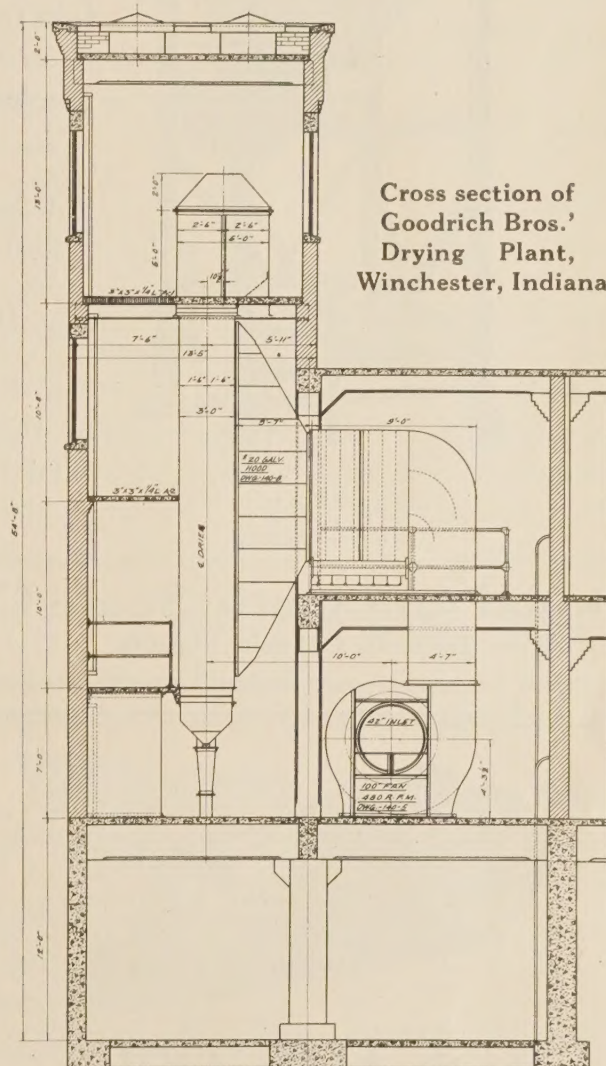
America's Leading Mill Builders

INDIANAPOLIS INDIANA, U. S. A.

Established 1851



## THE ELLIS DRIER CO.



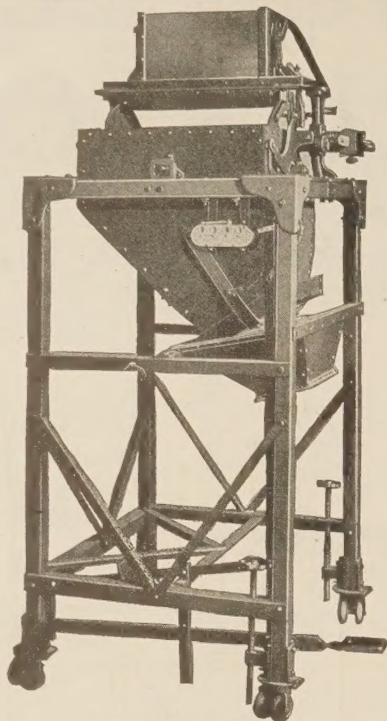
THE Goodrich Brothers' drying plant which is now under course of erection will have a capacity of 500 bushels per hour. The plant is designed with an independent cooler which operates directly alongside the drier. A return air system has been incorporated in this plant for the purpose of obtaining the greatest possible economy in steam consumption. Both the drier and cooler will operate as continuous feed machines.

POSTAL TELEGRAPH BLDG.  
CHICAGO, U. S. A.



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Enables  
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to  
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Claims  
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No  
Repairs  
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Occupies  
Small  
Space  
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Most  
Economical  
to  
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No Bother  
to  
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Never  
Gets Out  
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Order  
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Will Not  
Rust  
or  
Wear Out  
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60 Days'  
Trial

PORTABLE BAGGER

Write for Catalog.

### National Automatic Scale Co.

West Pullman, Chicago, Illinois

## Did It Ever Occur to You

That the best way to get what you want, and get it promptly, is to send your orders to people who have had experience in the business and who carry a stock of goods always ready for quick shipment? We have been in the Elevator and Mill Furnishing business over twenty-five years and feel that we know something about it. We carry in stock a complete line of supplies, including Testing Sieves, Transmission Rope, Belting, Steel Split Pulleys in sizes up to 54-inch, Elevator Buckets, Conveyor Chain Belting, Sprockets, Lace Leather, Scoops, Shafting, Collars, Bearings, etc., etc. Send us your orders. We will satisfy you.

THE  
**STRONG-SCOTT MANUFACTURING CO.**  
MINNEAPOLIS, MINN.

Northwestern Agents for The Great Western Mfg. Co., Richardson Automatic Scales, Invaluable Cleaners, Knickerbocker Dust Collectors

## Are Your Freight Rates Satisfactory?

Did it ever occur to you that your competitors in many instances have rates that are predicated upon a more reasonable basis due entirely to the aggressiveness of expert traffic men?

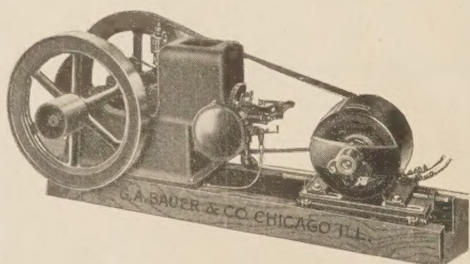
We have in our employ men who thoroughly understand these vexatious traffic problems and are prepared to assist you in every possible manner.

## Results Produced or No Charge

GENERAL TRAFFIC ASSOCIATION, Inc.

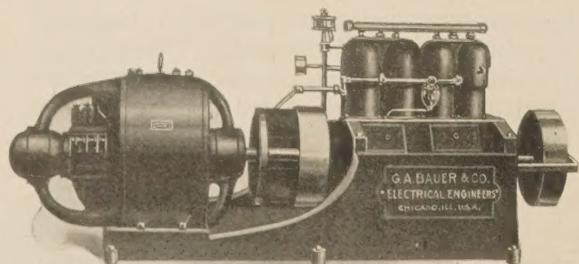
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## USE ELECTRIC LIGHT *and* POWER

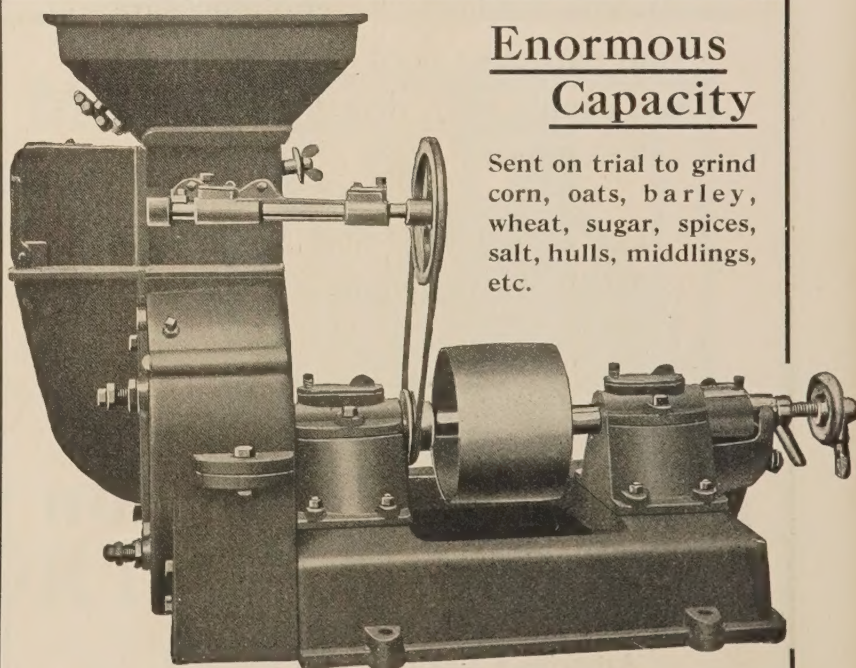
Let us send you our free illustrated catalog telling you how easily and cheaply you can install our electric system of lighting and power. No fire risk—approved by BOARD OF UNDERWRITERS. No engineers required to install these plants. Write at once.



**G. A. BAUER CO.,** 477 West Erie Street,  
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## Enormous Capacity

Sent on trial to grind  
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wheat, sugar, spices,  
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etc.



FOUR SIZES—16 inch, 18 inch, 20 inch, 24 inch

GET OUR CATALOG AND ASK US TO TELL YOU  
WHAT OPERATORS OF OUR GRINDER HAVE  
TO SAY—SOME OF THEM MAY BE NEAR YOU

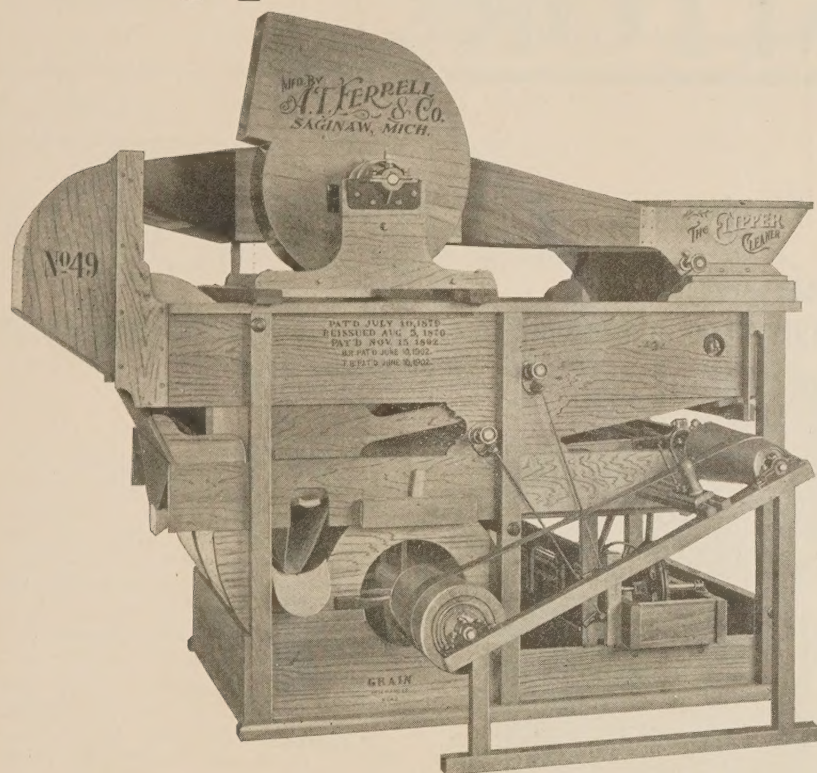
Low Speed—Low Power  
Shellers, Crushers, Elevator Equipment

ABSOLUTE SATISFACTION GUARANTEED

The National Company, PORT HURON,  
MICHIGAN



# "Clipper" Grain and Seed Cleaners



The No. 49 Clipper is a first-class grain receiving cleaner for local elevators. It has large capacity, is solidly built, is dustless and will make the most difficult separations. It is simple, strong, convenient and will not easily get out of order. It requires less for repairs than any other grain cleaner on the market and is always ready for business. Ours is the only successful combination cleaner on the market. We give a 30-day guarantee with each machine.

If you are looking for the best cleaner, we would like to show you what we have. Our line of clover seed cleaners is strictly up-to-date. All sizes and capacity. We can furnish machines with Traveling Brushes, Air Controller and all modern improvements. Send for catalog and discounts.

**A. T. FERRELL & CO., - SAGINAW, MICH.**



167 166 3480 202 123 660 0444 0753 951 110

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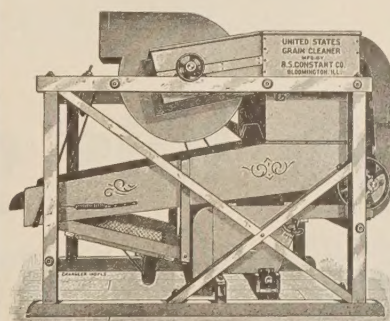
These goods are suitable for Conventions, Salesman Distribution and General Use.

**Write for Assortment to Examine** and return at our expense. Just give us an idea as to the price of article wanted as they range from 1c to \$12.00 each.

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Pocket Books, Bill Folds, Desk Clocks, Match Boxes, Wallets, Pencils, Cigar and Cigarette Lighters, Knives, Letter Openers, Memo Books, Key Rings, Pocket Combs, Etc.



### THE U. S. Grain Cleaner

is the best in the Union and should be in the top of all elevators where Corn, Oats and Wheat are shipped.

Higher Grades—Higher Prices.  
Long life machine.  
Ring or Chain Oiling Bearings.  
Balanced Eccentric.  
Five Separations and

**All the Corn Saved.**



### The Constant Safety Ball Bearing Man-lift

the most satisfactory connecting link between Cleaner and Sheller.

Best made.  
Easiest and safest.  
Adjustable Brakes  
which we guarantee.

State distance between floors and get our

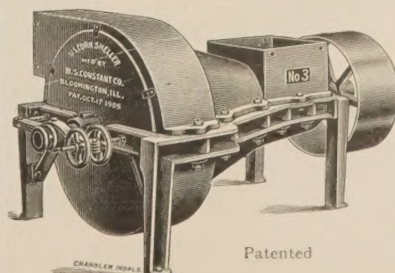
**Net Price**

### U. S. Corn Sheller

Fan Discharge,  
over or under, right or left hand.

Iron or Wood Frame.  
No Lower Hoppering.  
Cheapest Installed.  
Quickest and Cheapest Repaired  
of any Sheller on the market.

**Send for a Catalog.**



Patented

**B. S. CONSTANT CO.**  
Bloomington Illinois

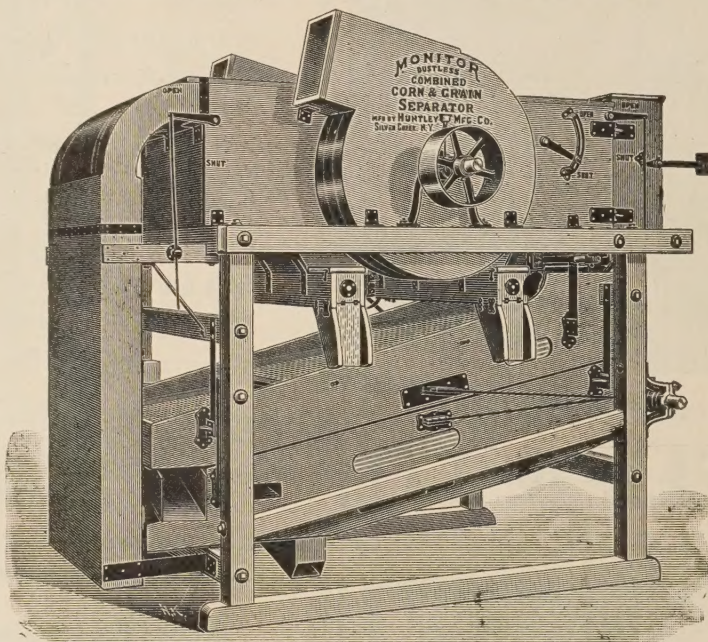


# "MONITOR"

— The Original —

The first

**"COMBINED"  
CORN AND GRAIN CLEANER**



Patented

## With this one machine you get the work of two cleaners

In elevators handling corn with cob, wheat, oats, barley, rye, etc., quick shifts in cleaning are often necessary. Many elevators maintain two separate cleaners for their work—a mistake in many cases as they could easily handle their cleaning with one "Monitor" Combined. This machine carries two independent screen outfits, grain is diverted to either without stopping machine—always ready for two kinds of work without a change of screens. Occupying the floor space of only one regular machine it handles the work of two cleaners. For quick service nothing so efficient has been introduced up to the present time.

Simplified cleaning operations a dead certainty—the cost for operator's care and attention lessened in direct proportion. A compact, sturdy type of heavy-duty cleaner that actually performs closer, more economical work—so guaranteed. For light power and ease of regulation it stands quite alone in the *combined* cleaner field. Their appointments throughout are easily the best to be had—equipment features of these "Monitors" are improvements decidedly to your advantage. Get acquainted with them, please.

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A monthly journal devoted to the elevator and grain interests.

Official paper of the Grain Dealers' National Association and of the Illinois Grain Dealers' Association.



Published on the fifteenth of each month by Mitchell Bros. Publishing Co., 431 So. Dearborn St., Chicago, Ill.

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VOL. XXXI.

CHICAGO, ILLINOIS, MARCH 15, 1913.

No. 9.

# The Grand Trunk Pacific Elevator at Fort William

## A Description of the Original Elevator and Also the New Storage Addition Completed Last Fall—Some Noticeable Construction Features—Enormous Capacity Planned by Further Extension of Present Working Unit

The Grand Trunk Pacific Railway Company anticipated the enormous grain traffic which would ultimately be handled, over its lines from West to East, for export. Large areas of fertile and as yet practically virgin soil would be opened up. Their development would require the best of facilities, both by rail and by the Great Lakes, to transport quickly and efficiently these new crops.

Fort William is geographically a most important link in this development, being the most western available lake port in Canada. Two competing roads were already operating large grain elevators at this point, taking grain from cars and shipping it the length of the lake system by boats. The lake traffic is interrupted each winter four or five months, so to get the advantage of the less expensive water haul, large storage capacity is required at the head of the lakes.

These storage elevators are gradually filled during the winter while lake traffic is stopped by the ice, then in the spring the boats soon empty the elevators of the grain held in store, and continue with the transportation of grain transferred, practically directly, from car to boat all summer, leaving the elevators at the head of the lakes almost empty when the freeze-up comes, so they can again accumulate their load during the winter.

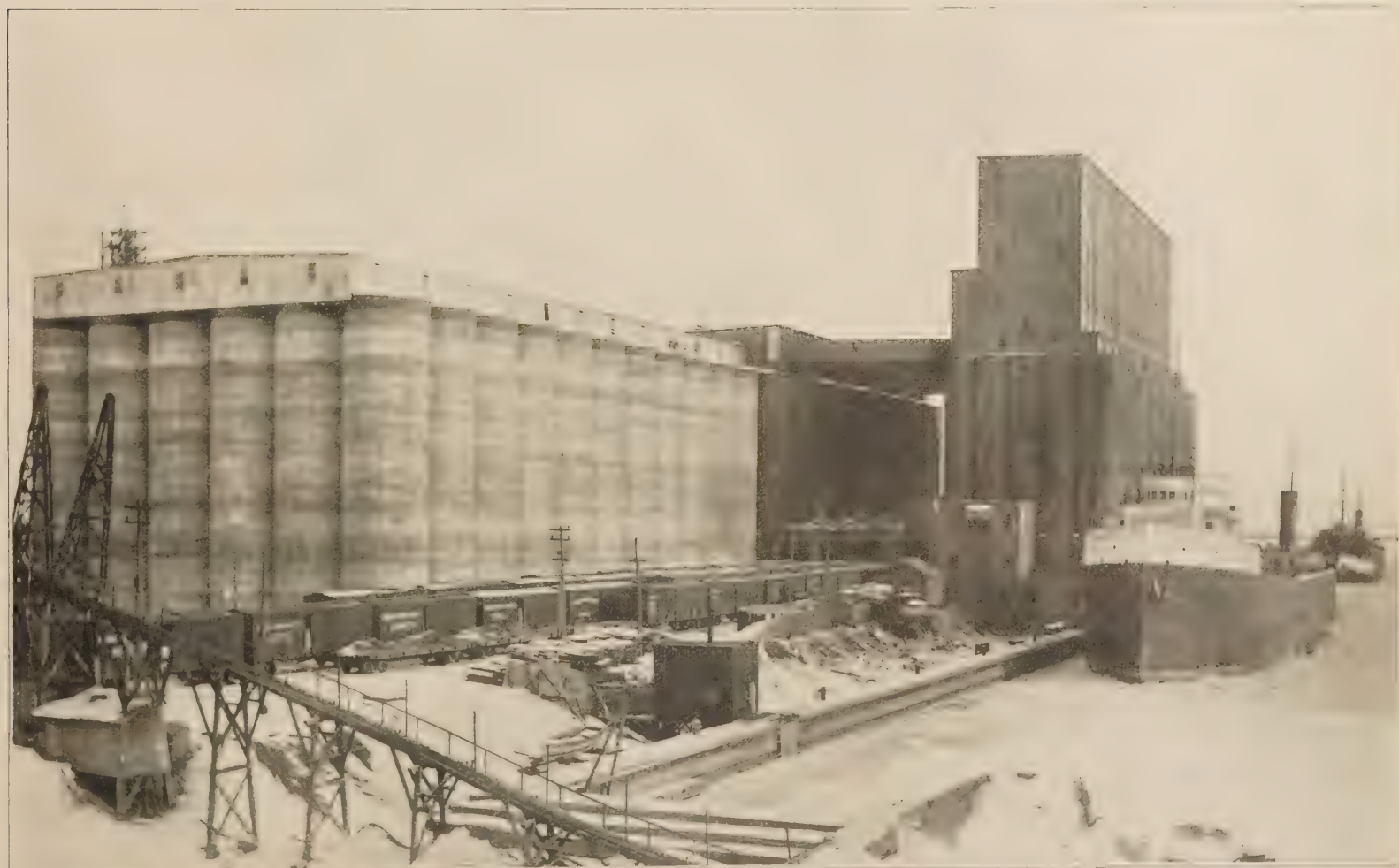
One of the most important things in the design of large grain terminal plants is the track and wharf arrangement. This is not so difficult to arrange for just one elevator, but when, as with the Grand Trunk Pacific, an ultimate transfer capacity of 1,000 cars per day with a winter storage of 40,000,000 bushels is required, the problem is not so simple. With this realization the railway company employed the John S. Metcalf Company as engineers to study their re-

quirements and work out a scheme whereby each elevator as built would have ample trackage and wharfage without interfering with the others.

This scheme was subsequently developed and requires for the total working and storing capacity above mentioned, a system of four elevators, each capable of receiving about 250 cars a day, each with sufficient wharf room to ship grain as fast as the elevator can handle it, and each working elevator with a storage house of 10,000,000 bushels capacity.

The first working unit of this system was built in 1910 by the Canadian Stewart Company. This unit has unloading facilities of 24 cars per hour and a storage capacity of 3,250,000 bushels.

The grain traffic increased so rapidly that in 1912, John S. Metcalf Company, Limited, of Chicago and Montreal, received an order to design and construct an additional storage unit of 2,500,000 bushels, mak-



TERMINAL ELEVATOR OF THE GRAND TRUNK PACIFIC RAILWAY AT FORT WILLIAM, ONT.  
Showing New Storage Addition Recently Designed and Constructed by John S. Metcalf Company, Engineers, Chicago and Montreal.



ing a total storage to date of 5,750,000 bushels. This was completed last fall in time to be filled for this winter's storage.

The new storage, shown in the foreground of the accompanying illustration, consists of sixty-six cylindrical bins, 23 ft. 6 ins. inside diameter, and fifty interspace bins. A noticeable feature of the construction is the foundation design. Instead of there being both a lower slab on the top of the piles and an upper slab at the bin bottom level, with foundation walls and piers between the two slabs, as has been the usual foundation design for concrete elevators in the past, the bin walls are started immediately upon the lower foundation slab. This means a very considerable saving in the time of construction.

Inside each cylindrical bin a concrete ring wall about 10 ft. in diameter is built of such height as to give proper head room for operating the conveyors. This supports the bin bottom, which, between the ring wall and the bin wall is of reinforced concrete in radial units separately cast, and grouted into place. Inside of the ring wall, the bin bottom is of steel plates. The grain is loaded on to 36-inch belts by steel loaders fed through rack and pinion bin valves. The entire plant is of reinforced concrete and steel. The indications are that the raising of the capacity of the first unit to 10,000,000 bushels cannot be long delayed.

### THE CORN PRODUCTS SUIT

The suit filed by the United States Government during the past month, against the Corn Products Refining Company under the Sherman Anti-Trust Law, charges, in its petition, that the corporation controls 66 per cent of the entire production of starch and 80 per cent of the interstate trade in mixed syrups. Besides the parent company, which is a New Jersey corporation, the National Starch Company of New Jersey, the St. Louis Syrup & Preserving Company of Missouri, the Novelty Candy Company of New Jersey, Penick & Ford, Ltd. of Louisiana and the officers and directors of these companies, have been named as defendants in the suit.

In building up a case against the defendants, the government has reviewed the history of the Corn Products Refining Company since its incorporation on February 6, 1906. It is set forth in the petition that through the issuing of stock to subsidiary companies a monopoly of the corn products business was obtained. Furthermore, all concerns except the Corn Products Refining Company and the National Starch Company were suspended, and factories outside of those located at Waukegan, Pekin and Granite City, Ill., Edgewater, N. J., and Davenport, Iowa, were dismantled.

When, in 1906, the Clinton Sugar Refining Company was organized by the National Candy Company, the latter corporation, according to the government charges, was notified by the defendant company that unless they bought a sufficient percentage of the glucose they needed from the Corn Products Refining Company, it would enter the candy business itself in competition with them. In consequence, it is alleged, the Corn Products Refining Company acquired control of the Novelty Candy Company to retaliate against the independent companies.

Another instance cited in the petition, is when control of the American Maize Products Company was acquired by the Royal Baking Powder Company, at which time it is charged the defendant combination, by threatening to engage in the baking powder business, secured an agreement whereby the Maize Company sold to them the surplus product not consumed by the Royal Baking Powder Company.

On the other side of the case, officials of the Corn Products Refining Company have all expressed surprise at the filing of the suit, and E. T. Bedford, president of the company, made the following statement:

At our invitation and by agreement with the Attorney General, the attorney in charge with his associates have occupied rooms in these offices for over two months. They have been given every facility for effecting the most thorough examination

possible, have had possession of our books, letter files, minutes and records of meetings, etc., and from these it has been shown and proved that this company under its present management has made no attempt to monopolize or restrain trade, and has not bought immunity from competition, nor by trade agreement has it endeavored in any way directly or indirectly to fix prices or limit production. Also that the prices of its products of corn have averaged lower compared with the price of corn itself than ever before in the history of the industry.

Furthermore, the business of the day is divided among more manufacturers both here and abroad than ever before in its history. This company has only maintained its fair share of the business through its production of new products, which have been of a kind and character that have been of material advantage in reducing the cost of living.

### THE NEW SECRETARY OF AGRICULTURE

The selection of David Franklin Houston, of St. Louis, Mo., for the head of the Department of Agriculture, was a big surprise to many persons. The Cabinet of President Wilson had been chosen many times over by the newspapers, and numerous professed political authorities. Many forecasts as to the other members of the Cabinet proved correct,



Photo by Strauss

DAVID FRANKLIN HOUSTON  
U. S. Secretary of Agriculture.

but all the prophets encountered a stumbling block in the Secretary of Agriculture. Among all the names prominently brought forward for the position, that of Mr. Houston was probably least frequently mentioned, but a review of his record shows that he is eminently qualified for the duties of the position.

Mr. Houston is a specialist in economics, college administration and scientific agriculture. The last named subject, he is perhaps most proficient in. President Wilson, himself, has a rather intimate knowledge of agricultural questions, and in seeking a man familiar with the processes of advancing scientific farming and allied matters, a little investigation made him favorably consider Mr. Houston for Secretary of Agriculture.

Born at Monroe, N. C., on February 17, 1866, Mr. Houston was educated at the University of South Carolina, and later on at Harvard University. Shortly after taking his degree at the latter institution, he became head of the schools of Spartansburg, S. C. He accepted the chair of Economics in the University of Texas, and was Dean of the Faculty there, from 1899 to 1902. From 1902 to 1905, Mr. Houston was President of the Agricultural and Mechanical College of Texas. This position gave him the opportunity of advancing his previously great knowledge of scientific agriculture. Since 1908, he has been Chancellor of Washington University, St. Louis.

Mr. Houston was sworn into office at the Department of Agriculture, Washington, on March 6, and entered immediately upon the duties of his new position. It is understood that he will not resign

his chancellorship, a leave of absence having been granted to him by Washington University, for as long a period as his term of office in the Cabinet may exist.

### RUNNING A GASOLINE ENGINE ON KEROSENE

The upward tendency in the price of gasoline is causing considerable anxiety to the owners of gasoline engines. To cut down their operating expenses to a reasonable figure, it may soon be necessary to resort to a substitute fuel. Announcement has recently been made of a new fuel of the hydrocarbon family called "motor spirit," which has many claims made for it besides its low cost. An extended investigation relative to the use of denatured alcohol as a propelling agent, is now being made by the government. If either of these fuels come up to expectations, a new era is dawning for the internal combustion engine. Both of them, however, are still in the experimental stage and in the meantime many gas engine owners are turning to kerosene as a fuel.

In most cases kerosene can be used with great success for this purpose. The usual method of operating an engine on kerosene is to start with gasoline and turn on the kerosene after the engine has become thoroughly warmed up, which is generally from five to ten minutes. The gasoline is turned on again for a few minutes before stopping so as to clear the carbon from the cylinder and valves.

The principal troubles occurring with the use of kerosene as a fuel are that it is impossible to start the motor with kerosene before heating it; it is hard to vaporize; great heat is produced in the combustion chamber; carbon is deposited rapidly; the odor of exhaust is disagreeable. A writer in *Motor Boating*, in discussing how these objections may be overcome, points out that the best source of heat on the ordinary gasoline motor is the exhaust pipe. This can be surrounded with a chamber made of large pipe or heavy sheet iron fastened to an iron flange at each end and held in place on the exhaust pipe with set screws. One of these flanges should have a number of small holes drilled in it. The total area of these small holes should about equal area of carbureter intake. At the end of chamber opposite the end which has small holes drilled in it, should be placed a flange tapped for pipe. A pipe may be run from here to air intake or carbureter, which is called the hot air pipe.

The auxiliary air intake of the carbureter must also be connected to this hot air pipe, for drawing in cold air through auxiliary valve would lower temperature. There are carbureters on the market which have auxiliary air intake closed so that auxiliary air is drawn from air intake. This is almost a necessity in cold weather with gasoline, as hot air must be used to prevent frosting. An extra tank should be provided so as to have one for kerosene and one for gasoline. The two pipes from the tanks can be run together at the carbureter and each provided with a shut-off. Gasoline is used only for starting, until there is sufficient heat to vaporize kerosene (110 to 150 degrees) and then the kerosene may be turned on and the gasoline shut off.

If the engine is not working very hard, it may not get excessively hot and pound, but if it does, water may be introduced into the mixture. This may be accomplished by putting a water attachment on the intake pipe to engine between carbureter and engine. This is virtually a small carbureter without any auxiliary air and amount of water may be adjusted by needle valve and throttle valve on same. Very little water is required and a gallon will last for a long time. The water retards the spread of the flame in the early part of the stroke, and is also supposed to be decomposed into hydrogen and oxygen by the intense heat and pressure, taking part in the combustion later.

Cash prizes amounting to \$800 have been offered by the State Bankers' Association of Minnesota for a corn contest to be participated in by the school children of that state.



## Additional Storage for Milwaukee Elevator

Ten Reinforced Concrete Tanks with Half Million Bushels Capacity Added to Elevator "A" Owned by Chicago & Northwestern Railway

The final figures for the past year showed that the grain merchants of the city of Milwaukee had handled in receipts of all kinds of grain, an amount in excess of 51,000,000 bushels. The shipments of grain for the year were about 28,000,000 bushels, with about 30 to 40 per cent of the receipts entering into local consumption. An unusual amount of trouble along transportation and storage lines was experienced early in the year, incidental to handling such a large amount of grain. The railroads, on

of 83 feet 4 inches, and the walls are 8 inches thick. The height from the pile cut off to top of the conveyor gallery is 106 feet 2 inches, and the extreme length of the concrete foundation is 175 feet 6 inches, with width of 71 feet 3 inches.

A concrete foundation slab, 5 feet in thickness, spreads over all the piling, and walls arise from this forming an 8-foot basement, well lighted by windows, and through which two conveyor tunnels run, extending at a slight angle to the old house. The

Railway, the elevator together with annex is leased by the Rialto Elevator Company, whose officers are R. B. Schroeder, president; J. M. Jenks, vice-president; James Bradley, secretary and C. W. Schneider, treasurer.

The plant formerly consisted of elevators "A" and "B," with a total storage capacity of about 1,800,000 bushels, and was erected for Angus Smith who operated them for many years under the name of the Angus Smith Elevator Company. They were leased by the Rialto Elevator Company, October 1, 1897. In July, 1907, the C. & N. W. Ry. Co. purchased the property and the Rialto Elevator Company has since leased from the railway company.

On October 14, 1912, Elevator "B," which was a million and a quarter house, was totally destroyed by fire. The C. & N. W. Ry. immediately began



NEW CONCRETE STORAGE ANNEX FOR ELEVATOR "A," MILWAUKEE, WIS.  
Constructed by the Witherspoon-Englar Company of Chicago.

their part, did much to create a better situation for the present year. Nearly all the roads enlarged their terminal facilities and the Chicago and Northwestern Railroad built a great deal of extra trackage, established at New Butler a large yard, where the most of the grain arriving over that road is sampled, and also completed the concrete annex to Elevator "A" which is shown in our illustration.

The new storage unit was built by the Witherspoon-Englar Company of Chicago from plans drawn by the John S. Metcalf Company, Chicago. It comprises ten reinforced concrete tanks set in two rows with four interspace tanks. The capacity of each of the ten tanks is 45,200 bushels and that of the interspace tanks is 12,000 bushels each, so that a total additional storage is given of 500,000 bushels.

The tanks are 32 feet inside diameter, with depth

bins are hoppers to centers, discharging upon the two belts in the tunnels, and receive the grain from the old house by a 24-inch belt running in the overhead steel gallery which has a total length of 468 feet. Sixty feet of this is the space between the tanks and the old house.

A few changes were made in the old house to handle the grain. A new leg was put in with rope drive, a new 4-inch conveyor belt with 4-pulley automatic tripper and new Fairbanks Hopper Scale with 500 bushels' capacity. There were three conveyor belts added to the basement and one placed in the cupola, all being of 24-inch 4-ply rubber. The three belts brought into service the old as well as the new elevator leg, simultaneously, and greatly increased the handling capacity in emptying the tanks.

Although owned by the Chicago and Northwestern

preparations for rebuilding and arranged for the erection of ten concrete tanks with a total storage capacity of 500,000 bushels. These tanks, as described above, are merely for storage, the power being all furnished from Elevator "A."

The plant is fully equipped with all kinds of machinery for handling grain, including clippers, needle machines for barley, and a grain drier of 800 bushels per hour capacity. There are also two grain coolers capable of handling about 1,000 bushels per hour, each.

There is a strong probability of additional tanks being erected during the coming spring or summer, and it is expected that the capacity added will be from 250,000 to 300,000 bushels.

More than 1,500,000 bushels of grain from last year's crop, has been marketed at Williston, N. D. the daily receipts averaging about 40,000 bushels.



# The Romance of Grain

## A History of Grain and the Grain Trade of the World from Remote Ages

By JOHN MCGOVERN.

Author of "The Fireside University," "Hospitality," "Paints and Pigments," "Trees," "An Empire of Information," Etc.

### V

#### EARLY HISTORICAL MAN

##### THE CREATION.

We should regard the traditions copied in the first two chapters of Genesis as very old, because they were themselves copied from very old writings at Nineveh and Babylon. Two accounts (following Francois Lenormant) are collected in these chapters:

First (1:29) Elohim said: "Behold I give you all herb-bearing seed that is upon the surface of all the earth, and every tree which has a fruit-producing seed; that shall be food for you."

Second (2:4), "On the day that Yahveh Elohim made the earth and the heavens not a shrub of the fields was yet upon the earth, not an herb of the fields had yet sprouted, because Yahveh Elohim had not yet made it to rain upon the earth, and there was no man to cultivate the ground."

These passages, even in their original Chaldean form, are probably not the most ancient writings (or pictures) man has regarding Wheat, Rice, etc.

The first account is called the Elohist; the second of the Jehovist. The recitals of two historians were collated by the early Hebrews, and copied by the Septuagint.

##### THE CHALDEAN GENESIS.

George Smith discovered in the sands of Assyria a number of mutilated tablets bearing Cuneiform inscriptions, and has conjectured their meaning. (See his "Chaldean Account of Genesis," beginning at Page 62.) At Page 76 are ten lines of the Cuneiform remains, probably from the seventh tablet of the account, with interlinear translation. These ten lines seem to refer to the creation of the first human pair, and to the passage before them of all the animals. (Genesis 2:19.) Lines 1 to 8 recite in detail the creation of the cattle, wild animals, and creeping things.

Line 9: And the Lord-of-the-far-seeing-eye (Ea) joined them together in a pair.

Line 10: . . . all the creeping beasts began to move. . . .

This god Ea is the same as Ya, or I. (Compare Yahveh.).

In the first of the tablets are the following lines:

Line 4: The chaos of the sea, she who produced the whole of them.

Line 5: . . . a plant not had put forth.

The reproductions of these records, out of which the accounts of Genesis seem to have grown, are given, beginning at page 363, vol. 4, of the transactions of the Society of Biblical Archaeology.

##### ANTIQUITY OF THE EGYPTIAN PICTURES.

The Egyptians have left us specific accounts and pictures of Wheat that seemingly are older than the general mention above quoted.

##### THE POTTER.

The grinding-stone is older than the potter's art, and the Jehovist writer in Genesis tells a story that shows that the making of images of clay had already begun when the relation was written.

##### THE BROTHER ENEMIES.

There could not be a city until there could be stores of Wheat, and the city of Enoch (strong place on a hill) was built by Cain (Quain) the murderer of his brother. Castor and Pollux, the Gemini, in the heavens, form the sign of "the month of making of bricks," which celebrates the myth or tradition of the Fratricide and the Foundation of the City. Beginning with Enoch, cities down to the Foundation of Rome, were established by twin brothers, in the third month, named above. The stronger brother killed the weaker, in order to sanctify the walls with his blood.

The Jehovist editor (Genesis 4:1) says that Abel (Habel) was a feeder of flocks, and Cain a culti-

vator of the ground. Jehovah looked with anger on the sacrificial offerings of Cain. Cain invited Abel to the fields and slew him there. It was because Jehovah sent Cain into exile (Nod) that he built the first city, naming it Enoch (Hanok).

It should be noted that the offering of the first-born to sanctify the walls is an outgrowth of the Brother Enemies myth. (I Kings 16:34).

It will be seen later that the Egyptian gods Horus, Isis and Osiris (Sun, Morning Star, and Moon) looked with favor on loaves of bread. The two schools of sacrifice would develop into religious war, humanity always gaining.

##### MOON AND SUN WORSHIP.

It may be well to state, early in these papers,

Number of the character in Norris's Dictionary	Babylon.	Nineveh.	Media.
10 <i>gi</i>			
11 <i>gu</i>			
15 <i>da</i>			
— <i>di</i>			"
17 <i>du</i>			
38 <i>ka</i>			"
26 <i>za</i>			
76 <i>zi</i>			
77 <i>su</i>			
33 <i>kha</i>			
34 <i>khi</i>			
35 <i>khu</i>			
36 <i>akk</i>			
22 <i>ikh</i>			"
— <i>ukh</i>			"
39 <i>thu</i>			"

##### SPECIMEN FROM THE CUNEIFORM WRITINGS

that the view is held that commerce among men began before the oceans had cooled sufficiently to make their shores hospitable or safe (on account of the sea-monsters) to Man. The Moon was the chief deity; called Sin (hence, possibly, our *Sun*), and the Sun was execrated or propitiated as a Scorpion, Dragon, or Serpent God. Out of the methods and apparatus by which the desert was safely crossed, evolved the means of conquering the sea, when Sun-worship triumphed. We shall offer an interesting chapter, intimately describing the Caravan, and its derivatives in commerce.

##### FIRE.

As the race has come up from Serpent propitiation, Fire-propitiation, Cannibalism, and Slavery to the Wage System, it is also necessary to state that early man lived in a world more volcanic than ours. Fire seemed wholly evil. As the tribes pressed northward and northwestward, in historical or traditional times, and as Fire had been also conquered and put to human use, Good Fire was instituted,

and Man learned to salute the Good as well as to fear and propitiate Evil. In northern lands Sun-worship became a joy rather than a sacrifice, and this state of the early mind is evidenced in the history of the Druids.

##### BOOKS.

Readers of the "American Grain Trade" not already familiar with the general matters of which the following chapters treat in only a special way, would do well to consult both the "Primitive Civilizations" (MacMillan, publishers) of Prof. E. J. Simcox, and the works of Lenormant and Chevellier (same publishers), particularly the "Ancient History of the East," and the "Beginnings of History" (Lenormant, Scribner's Sons). Prof. Simcox especially praises the French work of the Revillout Brothers on the comparison of legal obligations under Egyptian and Chaldean law, traced to 2300 B. C. Simcox and Lenormant will in their own turn, offer to the reader a bibliography, or sufficient instruction in what directions to turn for authentic information touching the general affairs of early mankind.

##### NOTE OF EXPLANATION.

We direct especial attention to the reproductions of systems of ancient writing that we shall present in these columns—the Cuneiform and the Egyptian hieroglyphics. Understand clearly that the detailed records of Chaldean regions were in the Cuneiform (wedge-shaped); the Egyptian records were in the hieroglyphics.

### VI

#### MESOPOTAMIA

##### ITS EARLY CITIES.

Before calling a roll of the ancient nations, we may speak generally of a region in Asia. Although we must go to Egypt for our earliest historical remains, it is held that civilization itself originated near the Hindu-Kush (Cush, son of Ham).

Ur (City) of the Chaldees is the first strong place the scholars know of, and Hammu is the King whom Lenormant thought was most ancient.

On the two rivers, the Tigris and the Euphrates, or their affluents, running away from the mountains, were located all the early cities, now remembered only by their names, in many instances. Beside Babylon and Nineveh, and at a period later than the pyramids of Egypt, there should be noted Kar Kemosh (City of the god Kemosh, afterward worshiped by the Moabites), or Carkemish. Its fame at one time was as great as that which we attach to Babylon, and in the early days of silver there was a "shekel of Carkemish" that was a standard currency or weight in silver, from the Persian Gulf to the Mediterranean.

##### THE HOME OF WHEAT.

De Candolle concluded that wheat flourished in Chaldea to an extent that has never been equaled elsewhere. Because it is never found in a wild state on the modern earth, he believed it first sprang up in the region of the two rivers.

##### IRRIGATION.

The canals of Mesopotamia, Egypt, and China, dating from remote antiquity, so necessary, particularly in the culture of Rice, remind us today, as we look on the great irrigation boom of modern times, that there is nothing new under the sun. Population is again increasing—that is all.

The very name, the picture, for home, commune, town, city, country, province, in Egypt, Chaldea, and China, did not differ, except in shape. One language might show an oblong system of canals, another a square, another a circular. But the idea of a community, the members of which shared in a watering system, is always expressed in a checker-board picture which stands for some permanent gathering or home of human beings. In Egypt this word was *nouit*; in Accadian, *edin*; in Chinese, *din tien*. Its real meaning was always "the channeled fields."

At the present time, the thoughts and studies of some of the greatest statesmen and scientists of America are centered on the astonishing irrigatory operations of the Chinese. The lessons of the ages



are now to be taught to an infant nation (America) that must grow too fast in population.

The high antiquity at last assigned to the Mesopotamian peoples (the astronomers and archaeologists now go as far as 10,000 years B. C.) accords the better with the evidences of human labor done to make the valleys of the two rivers permanently habitable and productive. The cuneiform characters as written were still at an early stage, as some of the most important primary signs are derived from irrigation works.

#### THE CUNEIFORM WRITINGS.

The records of the ancient world, and down far past the time of the prophet Daniel and Queen Esther, as kept at Babylon, Nineveh, and the other Mesopotamian cities, were wedge-shaped (cuneiform) marks, impressed into clay; the clay was then baked—usually in cylindrical form. Grotefend, of Gottingen, Germany, unraveled their meaning midway in the nineteenth century. These marks were originally copies of pictures, as near as pictures could be copied in a manner so rude.

As this language developed, it became the most complicated alphabet ever employed by man, there being signs for over a hundred syllables. A pencil might hold, at each end, the die of a different-shaped wedge, and the scribe might hold one of these two-headed instruments in each hand. The cylinders (which are hollow) are often as large as kegs. These cuneiform marks were also stamped on the common bricks and on tablets. We reproduce a sufficient number of the signs to show the character of this original Asiatic language. The Chinese is an allied system.

[TO BE CONTINUED.]

### A PROSPEROUS MISSOURI ELEVATOR

Compact, modern and conveniently situated is the elevator of C. W. Glynn & Co. at Wellsville, Mo. Right in the center of a rich producing country and with good shipping facilities, it is no wonder that an excellent business has been built up. The accompanying illustration shows the elevator and a partial view of the warehouse adjacent to it.

The elevator is 30 feet wide by 40 feet long and measures 40 feet in height up to the base of the cupola. The latter is 20x30 feet in dimensions and is 24 feet high. The building has a concrete foundation, with a deep basement embracing the whole

## Grain Sorghums in the United States

### A Crop of Increasing Importance in the Great Plains Area—History of the Varieties—Uses of the Grain as Food for Stock and Man

During the past two years railroad managers and bankers have been urging farmers in certain portions of Kansas, Oklahoma and Texas to plant grain sorghums, pointing out the value of these grains for feeding purposes on the farm and their ability to

Plains region during two different series of dry years. The first was from 1880 to 1884, when it was known as "Rice corn." Again, 10 years later, it was rather widely grown under the name of "Jerusalem corn." Both the white and the brown varieties, but



SHEAVES OF IMPROVED GRAIN SORGHUMS

1, Red Kafir; 2, Shalla; 3, Blackhull Kafir; 4, White Durra; 5, Brown Kowliang; 6, Milo; 7, Dwarf Milo.

grow in regions not blessed with normal rainfall. The response has been so general that Kafir corn and Milo maize promise to become staple crops in most sections of the Great Plains area adapted to their growth. And as any considerable increase in acreage will undoubtedly result in production in excess of farm needs, the grain trade may expect to be

especially the white, are still sparingly grown in the dry southwest, from Kansas to California. That they did not remain in general cultivation is probably due to the ready shattering of the seed when ripe and to the irritating hairs on the glumes.

Two varieties of Kafir, the White and the Red, were brought from South Africa in 1876. They did not come into general cultivation in the Plains until about 1890, 14 years later. The Blackhull Kafir appeared soon after, but whether it was a part of the original importation, separated by selection, or was a later introduction, will probably never be known. The original White Kafir is rarely found in cultivation today, but the Red and Blackhull are important crops.

Milo was first introduced into South Carolina or Georgia about the year 1885, but did not come into general notice until about 1890, when it had become a staple crop in parts of west Texas.

The kowliangs have been coming from China and Manchuria since 1901. Most of them have required considerable selection to make them suitable for use as grain crops. None of them has been long enough in the hands of farmers to be considered a farm crop.

When the grain sorghums were first introduced they were tried in various parts of the United States. One after another they were found unsuited to the conditions in most of the country and were discarded; but out on the Plains they grew in favor with the farmer because they were able to withstand the prevailing conditions. They are able to grow and make profitable yields in hotter, drier climates than most crops. Some of them are early enough for use at comparatively high elevations. They are all cultivated crops, entering readily into the rotation with spring-grown small grains.

Primarily these grains are and ought to be used in feeding stock on the farms where they are grown. In many feeding experiments conducted in Kansas, Oklahoma and Texas the Blackhull-kafir grain, which was most generally used, was shown to have a feeding value but little below that of corn.



ELEVATOR OF C. W. GLYNN & CO., WELLSVILLE, MO.

area underneath the elevator. A 12-horsepower gas engine operates all the shafting, pulleys and machinery. Included in the equipment are a corn sheller, feed grinder, grain cleaner and oat clipper.

There are eleven bins with hopper bottoms having a total capacity of 10,000 bushels. An automatic scale is installed at the top of the building, and cars are unloaded with a conveyor. The outside of the elevator is covered with steel plates. The adjoining warehouse, 20x40 feet in dimensions, will hold three carloads of feed, and is covered from top to bottom with galvanite roofing.

called upon, in the not-distant future, to market the surplus.

Grain sorghums are comparatively new to the United States, having been introduced into this country 35 years ago, and it is only 20 years since any of them have become crops of recognized importance. The first permanent introductions were the two durras, Brown durra and White durra, which reached California in 1874 under the names of "Brown Egyptian corn" and "White Egyptian corn." On account of its earliness and drought resistance, the white variety became popular in the Central



Chemical analyses of the grain show it to contain slightly more protein and starch and a little less fat and fibre than corn. The somewhat lower feeding value seems to be due to lower digestibility rather than to any particular difference in composition.

Best results are obtained when the grain is carefully ground before feeding. In the form of Milo

equipped with machinery for thrashing and grinding these grains. They are thus enabled to buy these crops in the head and to thrash and grind them at their leisure in order to prepare them for the market.

Large quantities of grain-sorghum seeds are used as poultry feed, mostly mixed with corn, wheat, screenings, etc. It is probable that Kafir or other

laws would prohibit the making of contracts for future delivery in the grain business to any but the actual owner of the property at the time the contract is made. This, as the writer has pointed out, in previous articles, would be discriminating unjustly by making a restriction which is not applicable to other lines of business. It would be the most injurious kind of class legislation.

At the present date, referring to wheat alone, there are sixty-five million bushels in the visible supply points of accumulation, and over one hundred million bushels in all, out of the farmers' hands. Suppose the ownership of this were restricted by an anti-option law, as it would be, what would be the result? The burden of this risk would rest entirely on the cash grain handlers, that is, the elevators and the mill's, since there would be no open market in which to make hedging sales against holdings.

Therefore as the elevators and mills would have to assume all this risk, they necessarily would have to pay the farmer from 10 cents to 15 cents per bushel less than they pay him now, under conditions where a sale can at once be made in any tributary market for future delivery. This enables the producer to secure a profit of 3 cents and 4 cents per bushel. Yet the farming element in their ignorance of such a vital point, have largely favored such legislation.

This idea no doubt originated in the theory that the short seller could depress the value of their property. Let the latter continue to make short sales when he thinks prices too high. If he is right he will make money. If he is wrong, he will lose it, and some other operator with better judgment will realize the profits. It is only some two years ago that Mr. Patten was wrong in his judgment, and paid out six or seven hundred thousand dollars. He did not attempt to condemn anybody, nor seek any legislative relief.

There is probably no more important business in the world than the marketing of our surplus grain crops. The writer ventures to predict that before long the producers will be made to fully understand, that in the absence of open markets, and with legislative restriction of future trading, they are sure to be very largely at the mercy of the buying interests. Then the present cry for legislation will die a natural death. A rapid spread of such fundamental knowledge is earnestly to be desired.

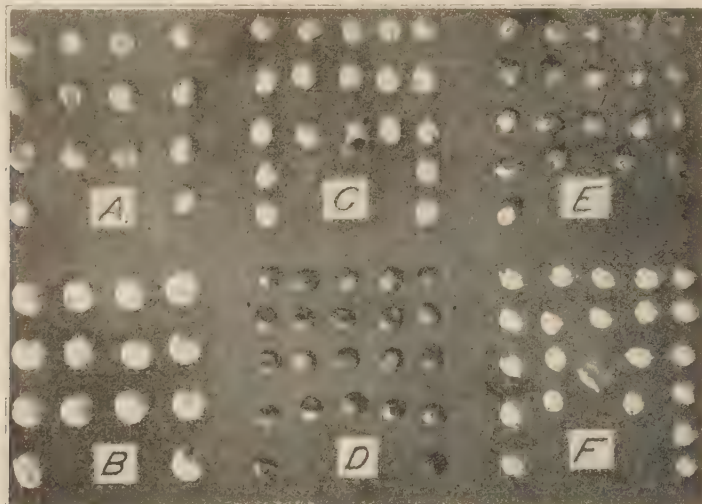
#### NORTH DAKOTA RAILROAD COMMISSION INVESTIGATES LINE ELEVATORS

As the result of a conference between officers of Minneapolis line elevator companies and members of the North Dakota Railroad Commission, held recently in Minneapolis, the latter body plans to issue a bulletin setting forth its findings in the matter of alleged violations of North Dakota statutes in the buying and handling of grain.

During the past few months the Commission has been investigating charges of irregularities on the part of Minneapolis line companies doing business in North Dakota, and the Minneapolis conference was for the purpose of giving the companies an opportunity to be heard. Representatives of fifteen companies appeared before the Commission.

Failure to use the form of storage ticket prescribed by the North Dakota statute was one of the charges. To this the Minneapolis elevator men testified that they always used the regulation ticket, but that the independents failed to live up to the statute at all times. The alleged practice of bidding over the market at points where the bidders had no houses, for the purpose of forcing competitors to pay higher prices, also was denied, as was the charge that a combination had been formed to control prices of grain.

In reply to the charge that barley was docked, contrary to the North Dakota law, the elevator men admitted that docking was not an uncommon practice, but they asserted the grain buyer was forced to dock his barley in order to deal in barley at all. They asserted they should not be compelled to pay for the dirt and seeds that ordinarily come in barley.



SEEDS OF GRAIN SORGHUMS

A, Milo; B, White Durra; C, Blackhull Kafir; D, Red Kafir; E, Brown Kowliang; F, Shallu.

chops and Kafir chops it is becoming a popular commercial article. Chops are made by grinding or crushing the thrashed grain more or less finely. Head chops are made by chopping or grinding coarsely the unthrashed heads, and are therefore similar to corn-and-cob meal. Head chops are not meeting with as much favor as chops because they contain considerable objectionable matter in the form of glume hairs, awns and fragments of the glumes and branches of the head. For this reason many elevators in the Plains region have been

grain-sorghum seed forms 25 per cent of the prepared poultry food sold in this country.

Meal made from the grain sorghums, ground locally, is not infrequently used in the making of batter cakes and similar articles. The general testimony is that these are delicious in flavor. In view of the fact that these grains furnish the chief article of diet in many countries where they are grown, there is no reason why they should not become extremely popular for human consumption in the United States.

## The Speculative Part of the Grain Business

The Cause and Effect of Criticism—Why Anti-Option Laws Are Not Practicable—The Patten Cotton Corner Decision—Fundamental Advantages of Future Trading

By GEORGE W. SHEPHARD

There is so much misinformed criticism relative to the speculative part of the business of handling the surplus of our immense grain crops, that it always seems a more or less thankless undertaking to attempt to make it understood by those whose minds are governed in this matter by ignorance and prejudice. Nevertheless it is possible to do serious injury to the producers of grain by intermeddling and adverse legislation incited by just such misunderstanding of the subject.

This may be seen in nearly all newspaper editorials referring to it. Quoting from the *Evening Wisconsin* of recent date, an editorial on the final decision in the so-called Patten Cotton Corner, says, "Hereafter no one will be able to respect transactions in cotton and wheat by which Patten acquired his millions, gathering the harvest of other people's money." Again, "The English speculators considered him a dishonest man and booed him from their Boards of Trade."

The grain trade in general no doubt would like to know who are these other people whose "harvest of money" Mr. Patten gathered? And who were these English speculators? Undoubtedly they were short sellers of what they did not own, and had no intention of owning, also had no legitimate use for, and their only reason for hissing or "booing" on the Manchester Cotton Exchange, was that Mr. Patten bought cotton knowing the crop was short and it had to advance, although it would probably have advanced as much if he never had bought a bale

of it. The others were not so well informed and had to pay the penalty.

The newspapers were filled with similar criticisms at the time the same man made money on May wheat. His gains here were because of the shortage of supplies. Here again he was better informed than Secretary Wilson, who took issue with him on this condition and later proved to have been radically wrong. There was never the slightest vestige of a corner in May wheat, for cash wheat was always selling at a premium over May, during this deal and after Mr. Patten had disposed of all his holdings around \$1.25, May wheat closed at the end of the month at \$1.34 and cash wheat sold in St. Louis in June at over \$1.60. Still he was maligned as being liable to advance the price of bread, and the yellow journals represented him traveling about with a body guard.

The present status of the so-called "cotton corner" is well known. Mr. Patten ended the suit by pleading technically guilty, not morally, to one count out of eight counts in his indictment, the others being nolle-prossed. The fine of \$4,000 he paid, has ended the matter, except for the continued opprobriums heaped upon him by the press. Whether the fine is much or little does not affect the equity of the case.

Coming back to the subject of short selling, many legislators who know as little or less about it than the newspapers, propose and have striven for years to eliminate it by passing anti-option laws. These



## Tri-State Grain Dealers Meet at Toledo

Interesting Business Session Followed by Banquet, at Both of Which Crop Improvement and Extension Work Forms Principal Topic of Discussion

A meeting of the Tri-State Grain Producers' and Dealers' Association was held at the Boody House, Toledo, Ohio, on the afternoon of February 28. President S. L. Rice of Metamora, Ohio, called the meeting to order at 1:30 o'clock and D. R. Risser of Vaughnsville, Ohio, treasurer of the association and one of the organization's most enthusiastic workers in the extension of crop improvement work, read a paper on the subject "Seed Grain, How to Select It—Its Bearing Upon Our Business." The paper follows:

This is a very important topic, one that every farmer, grain dealer, business man and banker should be interested in. Without good seed we can't expect to reap a harvest. The selection of seed is one of the most important factors in improving and securing larger crops. The farmer must have the seed to sow or else he cannot expect to reap. Grain dealers and elevator men should be interested in the selection of seed grains. They are in a position to assist the farmer in securing better seed grain, but I believe the elevator man does not take the interest he should in seed grain and the selection of same. As for myself, I have been very much interested, possibly more so than a number of other grain dealers, for the reason that I have a farm and spend a great share of my time on the farm.

I have been experimenting with a new variety of barley that was very highly recommended by a firm that makes a business of breeding grain, but I found this barley to be a great disappointment. While this same barley may have done well in some sections of the country it was a failure in my section. I tried to grow the barley for several years with the hope of making it a success, but failure was my lot every time. The barley would not stool well and was slow in growing, would be late in ripening and consequently get stuck with rust. The quality of the barley would be fairly good, but usually there was a poor yield. I have heard of a winter barley and know of some of my farmers that have sown barley in the fall and secured a good crop. Last fall I sowed some of the barley I was experimenting with, but it has failed again, as it is all winter-killed.

I am growing the Oderbrucker barley now, and find this barley far ahead of the pedigreed barley. The straw is not coarse, stools more, ripens much earlier, and it is in every respect the best barley for my section of the country. Farmers should be careful when purchasing new varieties of grain, not to sow too much, but try them out and see what they will do.

Every elevator man should impress upon the farmer's mind the importance of seed selection, and selection of grain that is suitable for his section. The loss and trouble occasioned by bad, inferior seed, something that will not grow, or if it grows produces a poor crop, makes the farmer and the grain dealer lose large sums of money.

I know of an instance in my neighborhood where a farmer sowed musty oats, the result being that the oats did not grow, and the second sowing was late, and at harvest time he failed to get half a crop, just because he did not properly select his seed grain. I know of several instances last fall where farmers sowed rye and were obliged to sow the second time. Last year being a wet thrashing season, a large amount of the thrashed grain was not suitable for sowing.

It will be a hard matter to get good seed oats this spring, and we dealers should insist on the farmers getting busy and selecting their seed oats, and, better still, have them test the germinating condition of the oats. The sowing of oats that will not grow means a loss to the farmer and also to the elevator man. According to reports the crop of oats for 1912 was 1,420,000,000 bushels, nearly 500,000,000 more than 1911; the yield was 38½ bushels, about 4 bushels to the acre more than the highest acre yielded in 43 years. This is the greatest oats crop in the history of the United States.

While we have had a record crop, the quality has not been good and reports from general markets make the receipts run mostly musty and mow-burned to fairly good oats. I think the State Board of Agriculture should get out a bulletin and also have articles published in local papers about the great importance of the selection and testing of the seed oats. This should be done at once, for the season for sowing oats will soon be at hand. This selection and testing of the oats is of greater importance this year than usual, on account of the very bad condition of last year's crop.

Last year the great trouble was to secure good seed corn, but this year I think we will have more trouble to secure good seed oats than seed corn.

Every country elevator man should feel himself interested enough in the farmer to show him the importance of selecting and testing all seed grain; also encourage the sowing of the same kind of grain in the neighborhood, and, by doing this, there is a greater opportunity to improve the crop. At the same time the grain that the elevator man secures, can be handled to better advantage and demand better prices. Especially would this be the case with barley, since for malting purposes it should be of the same variety, something that will germinate

about the same time. Elevator people could receive better prices on one variety of oats, also corn could be shipped to better advantage.

Corn is another important crop and farmers should not take chances on planting corn which has not first been thoroughly tested. They should make an ear test and any ear that does not test 100 per cent should not be planted. The test will run much better this year than last, but that is no reason a



SECRETARY T. P. RIDDLE, PRESIDENT S. L. RICE,  
TREASURER D. R. RISSE  
Reading from left to right.

farmer should not test his corn. He should get in the habit, and once in the habit, it would not seem to him such a task to test the seed grain. The test I have made on the 1912 corn crop has been very satisfactory, and a great many ears germinated 100 per cent. I made one test of 200 ears and 180 tested 100 per cent, 14 ears 83 1/3 per cent, 3 ears

stalks and ears or about 10 bushels. This proves conclusively that one single dead ear will lose the farmer 10 bushels of corn and 100 dead ears would entail a loss of 100 bushels.

Wheat also should have more attention. While the last few years have been discouraging in some sections of the country, especially in Ohio, we should not give up. We have several good varieties of wheat in Ohio, but it can still be improved upon as to yield and quality. I have been growing the Fultz wheat and find it a very good wheat. It does well on heavy soil that has been fertilized or manured, has stiff straw, and stands up well, is not susceptible to smut as is some other wheat, and will stand the winter as well as any other varieties. The grain is not so large, but hard and flinty, which makes it a very good milling wheat. In some sections of Northwestern Ohio, white wheat is grown very successfully and again we have sections where no variety of wheat does well.

Let us all make a special effort this year, to encourage the farmers to test their seed grain.

President Rice announced as a subject for consideration and discussion by members, "Scale Inspection and the Association's Scale Department." Both Mr. Odenweller and Mr. Pierce told of the advantages which had followed the adoption of such inspection. They brought out the fact that when scales of members were inspected by a competent man, it inspired confidence. There was none who would now like to be without this department which had grown self-sustaining.

Louis Mennel of the Harter Milling Company of Fostoria said that for years they had employed an expert to come to Fostoria, twice a year, to inspect their scales. About 20 years ago they had succeeded in having the Bureau of Weights of the Central Freight Association territory establish an office at Fostoria and a weighmaster had been put in at the company's office under the bureau's pay. It worked out to the advantage of both the milling company and the shippers. The Interstate Commerce Commission had taken up the matter of weights later and found two great evils. One was that of dockage, which the elevator man took as an insurance against possible shrinkage, and another was found in the system as practiced in weighing out. The weighmaster, as soon as the scale beam started to rise, would shut off the stream, with the result that all outgoing cars were invariably found to be 300 to 400 pounds short. The Interstate Commerce Commission, pleased with the work of the Central Freight Association in the matter of weights, asked them to enlarge their work. The result was that the Cen-



A GROUP OF GRAIN DEALERS AT THE MEETING

tral Freight Association had offered to put in a weighmaster wherever the tonnage would warrant it.

"If our company," said Mr. Mennel, "buys grain of any one of you, who has a sworn weighmaster, we must pay freight on his weights. And it will eventually come about that we will have to pay for the grain on his weights. This will be an important step in advance."

Secretary Riddle spoke of the trouble they had encountered in the beginning to get the dealers interested in the matter of having their scales tested. Now, however, the association's scale expert, Mr.

We should get right down to facts and figures on this seed corn testing. There are 3,556 hills on an acre, planted 3 feet, 6 inches. About 100 ears make a bushel, so if we get one ear on each hill we will have over 35 bushels per acre. If we get two ears to the hill we will have 71 bushels per acre. Now when the farmer plants an ear of corn, he plants from 800 to 1,000 kernels, and he expects 800 to 1,000



Brown, found it difficult to meet the calls which were made upon him, and there was a surplus of \$67 over and above the cost of maintaining the department.

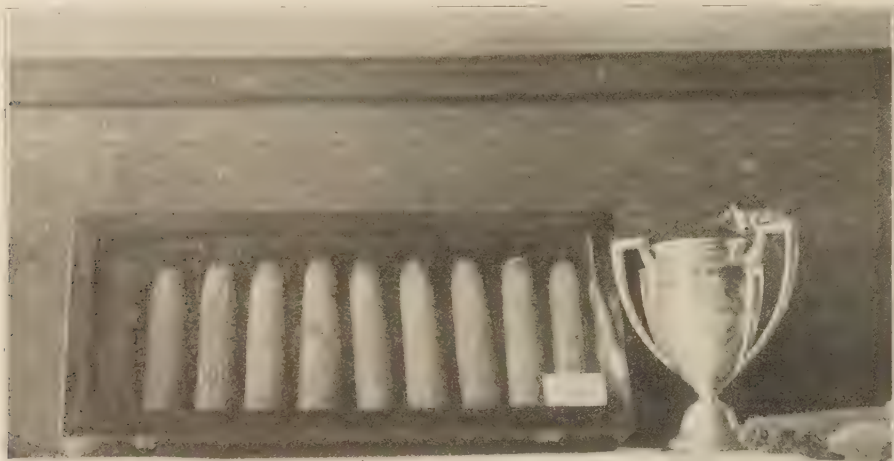
On the subject of pending legislation, Secretary Riddle called attention to House Bill No. 435, a reproduction of the Huber Bill of two years ago. This bill is briefly an act providing that every parcel or lot of agricultural seeds, as later defined in the act, and containing five pounds or more, offered or exposed for sale in the state of Ohio, for use within the state shall have affixed thereto in a conspicuous place distinctly printed, a statement to include name

announced to be held in the Senate Chamber of the Ohio state capital at Columbus, Tuesday evening, March 11, upon Senate Bill No. 178, which is a bill proposing a change in the administration of the state agricultural affairs in Ohio, a committee should be appointed to represent the association at the public hearing.

The meeting then adjourned.

#### MR. BURKHART IMPERSONATES

In the midst of the afternoon session there was introduced a novelty not published on the official program. Just after the discussion was closed on



CORN AWARDED FIRST PRIZE IN CLASS B AT OHIO STATE SHOW HELD AT LIMA. ALSO PRIZE CUP AWARDED TO PUTNAM COUNTY

of seed, name and address of agent, statement of purity of seed, where grown, etc.

Chief Grain Inspector E. H. Culver, Toledo, spoke against the measure and it was the opinion of the dealers present, including the farmers who were in attendance, that its enactment into law would work a hardship to the growers and the handlers of seeds throughout the state. A committee was appointed to be present at the state legislature when the bill was taken up and act upon their judgment to protect both the grain man's and the farmer's interests.

The subject of "Buying Grain on its Merits" was taken up in general discussion and the following resolution was adopted as expressing the views of all the members:

Whereas, grain is sold upon its grade merits, and Whereas, it is unfair to make high grade carry low grade, and

Whereas, indiscriminate buying places a premium upon inferiority and a discount upon superiority, and

Whereas, this is an age of minimized margins and close calculations, and

Whereas, the farmers of today notice the public market quotations on standard grades and judge your prices by the prices on those standard grades, and not on the grades which are actually handled, and

Whereas, high grade grain cannot be bought on margins sufficient to cover the discount on low grade grain, and

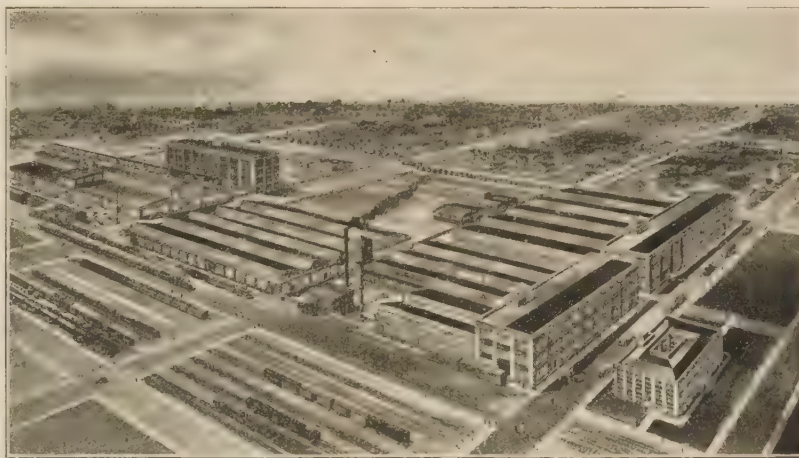
Whereas, the contingencies involved in the handling of low grade grain in the way of shrinkage, deterioration, etc., are abnormal, be it

Resolved, That we, the members of the Tri-State Grain Producers' and Dealers' Association, in convention assembled this twenty-eighth day of February, agree that, effective from April 1, 1913, we pursue the practice of buying grain upon its grade merits.

On the question of "How to Handle the Scoop Shovel," D. W. McMillan gave as his opinion that it was wholly a matter of educating the dealer and the farmer. When the grain man deals squarely with the farmer and *vice versa*, there will never be found any trouble with scoop shoveling methods. If the grain man and farmer can only work together there is little trouble in the grain business.

A resolution proposed by Mr. McMillan was adopted. The resolution was to the effect that holding the opinion that the producers and dealers in grain were the natural and qualified conservators of agriculture and whereas, a public hearing had been

legislative matters there pushed forward from the rear of the room a man rather shabbily dressed with clothing disarranged—supposedly a farmer or grain dealer—who harangued the dealers for some moments on the follies in which grain men were wont to indulge, and their disastrous effect upon the grain business. These follies ranged from the dealer



THE NEW PLANT OF THE BARNARD & LEAS MANUFACTURING COMPANY, MOLINE, ILL.

who would not join his local or state association to the buyer who failed to encourage the farmer to grow better grain by paying a premium for the best grades.

He kept the audience laughing throughout his appearance on the stand, and while he indulged in a great deal of pleasantry and local hits on individual grain men he drove many pat truths home by his uncouth but really clever way of expressing them.

Investigation proved the rural speaker to have been Mr. Burkhart, the district passenger and freight agent of the Ohio Electric Railway Company. Perhaps Secretary Riddle was cognizant of the whole matter; perhaps he was equally guilty as an aider and abettor before and after the act—*grainimus railroadabus, incognito speakordum!*—but who can say?

#### BANQUET AT THE COMMERCE CLUB

The association attended a dinner, in the evening, given at the Commerce Club of Toledo by Commerce Club members and members of the Toledo Produce Exchange. The joint committee from the Commerce Club and the Exchange had provided for about 200 guests and fully that number took their places at table at 6:30 o'clock. Both the object of the dinner and the trend of the subjects assigned to the various speakers were along lines of crop extension and improvement. One of the speakers was Erson Walley, of Paulding, Ohio, 18 years of age, winner of the prize in 1912 for producing the best and largest yield in an acre of corn in the township in which he resides.

Frank L. Mulholland, president of the Commerce Club, served as toastmaster and the speakers of the evening were: President S. L. Rice, Metamora; J. Ralph Pickell, Chicago; Supervisor of Agriculture, H. L. Gaul, Columbus; Wm. C. Carr, cashier of the Second National Bank, Toledo; Secretary of Agriculture, A. P. Sandles, Columbus; D. W. McMillan, Van Wert; Dairy and Food Commissioner E. Strude, Columbus; F. O. Paddock, President Toledo Produce Exchange.

#### NEW SHOPS OF BARNARD & LEAS MFG. CO.

To erect and equip a plant covering four blocks of ground in less than twelve months' time is a record of which any manufacturing institution might well be proud, but to do this and at the same time take care of practically the largest year's business in the history of the organization is an achievement that few concerns would care to undertake. This, however, has been accomplished by the Barnard & Leas Manufacturing Company, whose new shops at Moline, Ill., are now in full operation.

The fire which wiped out the company's old plant in February of last year was disastrous in the extreme, having made a clean sweep of everything except the general offices, with drawings and records, and the foundry and pattern storage building. It occurred at a time when the company had hundreds of orders in work, some of them practically ready for shipment and others in various stages of completion. Not only must these orders be du-

plicated, but every mail brought an influx of new ones which must be taken care of.

The situation was one that would have discouraged men of less ability, energy and executive genius than the heads of the Barnard & Leas Manufacturing Co. They were, however, equal to the undertaking and at once began to plan the erection of a new plant. A short time was devoted to acquiring and equipping temporary quarters, but this work, which included the purchase and installation of \$85,000 worth of new machine tools, was carried on so aggressively that the company commenced manufacturing machines in eleven days after the fire and within a few weeks was shipping duplicates of all orders on hand at the time the plant burned.

After refusing the several flattering invitations of other cities to remove the well known establish-



ment to desirable sites within their corporate limits, the Barnard & Leas officers turned their attention to the details of planning new shops. Every idea was catalogued that would not only reduce cost of manufacture, but would insure accurate and speedy workmanship. The ideal manufacturing plant is one in which the crude material entering at one door is progressively manufactured step by step until by the time it reaches the other door at the far end of the plant it is crated, marked for shipment and loaded in the cars. With large resources at its command this firm had no need to economize, spending hundreds of thousands of dollars to save a few dollars daily in the process of making even a single machine.

The buildings were commenced as soon as these carefully studied plans were perfected, and are of the most substantial and fireproof character, being composed exclusively of reinforced concrete, structural steel and brick, abundantly lighted by mammoth windows with steel sash. Since the various departments cover large unbroken areas of space, it was deemed wise to construct the roofs on the saw-tooth principle, which floods every foot of the immense area with intense sunlight diffused by the peculiar kind of glass employed in this construction. Although the buildings cannot again be destroyed by fire, to insure safety and protection to the contents, all parts, including basements, are fully equipped with an automatic sprinkler system.

A centrally located power house contains three mammoth steam boilers employed to heat the entire plant in seasonable weather, as well as the pumps for the water supply and the electric service station controlling the lighting and power currents to the several shops. No steam power is used whatever in this outfit; electric power drives every tool. This dispenses with the long line shafts and maze of belting inseparable in machine shops of ancient design. It makes every tool a separate unit under control of the man in charge. Employers of labor are universally beginning to devote attention to welfare work among their employes and this feature has been incorporated quite fully in the design of these shops. Considerable space is given over to service rooms in which are installed steel lockers for each man, most sanitary plumbing conveniences, abundant hot and cold water and an emergency hospital with adequate medical and surgical cots and chairs, for minor ills and first aid and relief, for the free benefit of the five hundred employes, some of whom have been constantly employed for many years.

After twelve months of great mental strain, ceaseless activity, tireless industry and intense study, the capable officers of the company, W. C. Bennett, president; Thos. E. Casady, vice president, treasurer and general manager, and H. S. Hanson, secretary, now feel great relief as the end of their extra labors appears and are proud to announce that with greater capacity, increased facilities and better equipment they are now in better shape for manufacturing reliable and high-grade machinery than ever before and express the hope that the next fifty years will see their machinery used as universally as it has been in the fifty years past.

In announcing the completion of their new shops the officers of the company express their appreciation of the forbearance of their customers, who were lenient in their demands for the delivery of orders during the trying days immediately following the fire, and of the courtesy of competing firms in offering the use of their manufacturing facilities.

### NO CHANGE IN PHILADELPHIA GRAIN RULES

Contrary to general expectations, no change has been made in the inspection rules for corn shipped from the port of Philadelphia. The Grain Committee of the Commercial Exchange held a meeting during the past month, and voted against modifying the present rules. Under the contract now existing between the Philadelphia Commercial Exchange and the Liverpool Corn Trade Association and also the

London Corn Trade Association, a 16 per cent moisture test must be maintained on all corn shipped to members of the respective foreign associations.

It was suggested that a second grade of corn, to contain 18 per cent or more of moisture, be established so as to allow exporters to sell corn abroad to receivers willing to accept shipments on that

basis. The adoption of such a rule would not relieve the Commercial Exchange of the necessity of supplying corn containing not more than 16 per cent moisture, when required, but it would afford an outlet for large shipments which are at present barred. There seems, however, little probability of change being made in the rules by the Grain Committee, for several months.

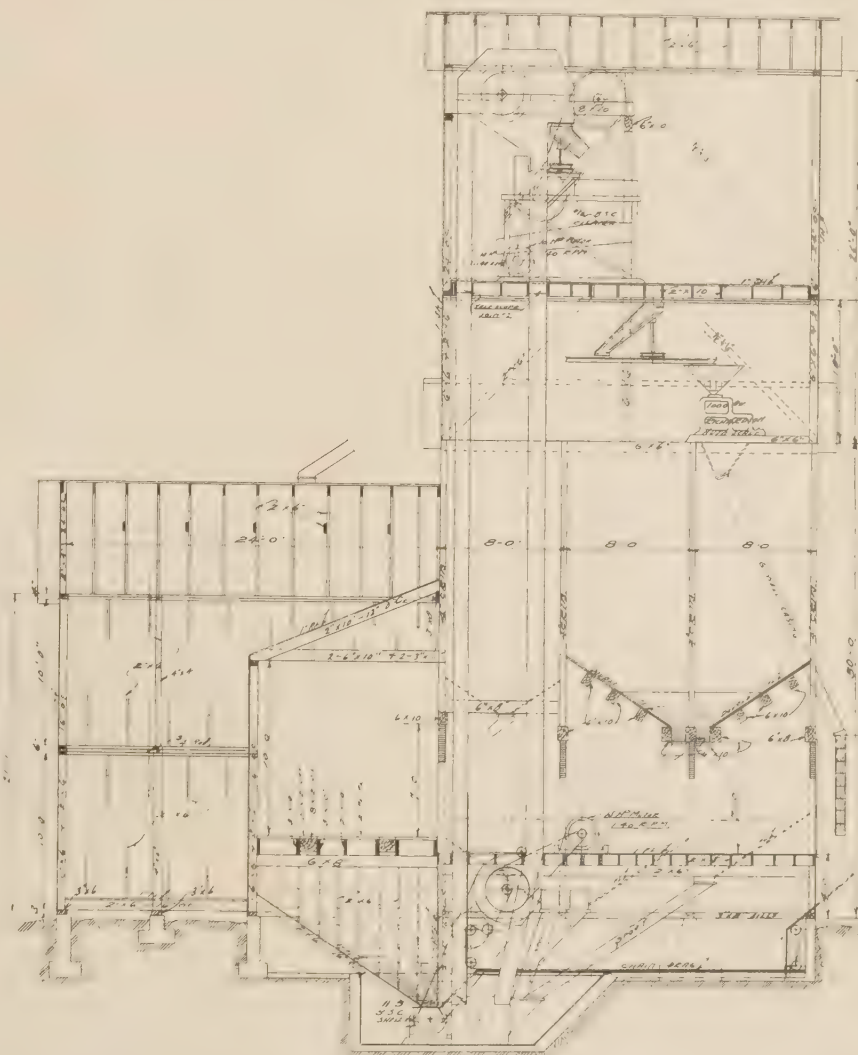
## A New Iowa Grain Elevator

Plans for a Country Elevator, Now Being Erected, Showing Arrangement of Machinery and Electric Drive

Among the recent contracts received by the Burrell Engineering and Construction Company of Chicago was that of the Farmers' Grain and Supply Company for a new elevator at Lamoni, Iowa. Lamoni is a thriving place of some 1,600 people, located in Decatur county, in the middle southern part of the state, near the Missouri boundary line. It is on the Des Moines, Chariton and St. Joseph branch of the Chicago, Burlington & Quincy Rail-

stant Cleaner, a 1,000-bushel automatic scale, a B. S. Constant Chain Drag, a car loading spout, one wagon dump, a man-lift and one elevator leg fitted with 13x7-in. buckets and affording a capacity of 3,000 bushels per hour.

The machinery will be electrically driven throughout. There are two electric motors of 10 and 15-horsepower respectively. By reference to the plan, the smaller motor may be seen in position on the top



PLAN OF ELEVATOR OF THE FARMERS' GRAIN & SUPPLY CO., LAMONI, IOWA  
Designed by the Burrell Engineering & Construction Company, Chicago.

road and is surrounded by a good producing territory for corn and small grains.

A working plan of this elevator is shown in the accompanying illustration. It is a model elevator of cribbed construction, having 15,000 bushels capacity. Its dimensions are 24x28 feet, with bins 30 feet high and total height to top of cupola of 56 feet. A corn crib 24x28 feet adjoins the elevator and there is a 12-foot driveway for the farmers who unload from wagons.

There are two hoppers for receiving grain, one for small grain and one for ear corn, and a single dump is arranged so as to discharge to either one of the hoppers.

The machinery equipment will consist of a No. 3 B. S. Constant Corn Sheller and a No. 16 B. S. Con-

stant Chain Drag, a car loading spout, one wagon dump, a man-lift and one elevator leg fitted with 13x7-in. buckets and affording a capacity of 3,000 bushels per hour.

The elevator will be completed shortly and the Farmers' Grain and Supply Company is assured of an admirably constructed, well designed and thoroughly equipped plant with which to handle the big grain crops in its vicinity.

Minnesota exhibitors at the National Corn Exposition at Columbia, S. C., won world's championships in alfalfa, flax, sweet corn and timothy seeds and three national championships in hard spring wheat, white oats and two-row barley.



## The Country Grain Dealer

A Discussion of the Dealer's Duties to Himself, to Competitors, to Commission Men, to the Grain Trade in General, and What Should Be Expected from the Carriers

By JAMES ROBINSON\*

The first and most important point to be considered by a man who contemplates becoming a country grain dealer is to invoice, not only his personal belongings, but himself as well. Let him determine if he can conform to the customs and usages of the country dealer; if he can comply with the requirements; if he can endure the hardships and adversities which frequently confront the country dealer. He must not enter into the business thinking that he can revolutionize the business and customs of the farmers, for as a rule, farmers are not fit subjects for either revolution or evolution.

The most important duty that the country dealer owes himself, after this invoice of himself and belongings, is to secure adequate equipment for the profitable handling and manipulating of the product in which he is dealing. He must not think, if he has two scoop shovels, a chute, a lease on a scale, with his office fixtures under his hat and a few misguided brains in the upper story of his anatomy, that in this regard he has done his duty to himself and is in consequence prepared to enter into competition with some man or firm who has money tied up in an elevator and fixtures and is already established.

It is primarily important to start with a modern elevator. If he builds one, he should first consult modern ideas and make it up to date in construction and equipment. If he buys a plant that is not modern, he should remodel it and make it so. He should install all necessary machinery to meet his demands as an operator for profit. He should not be ashamed or afraid to confess to others that he is ignorant of the business, as experience learned from others who have been successful is less expensive than experience obtained from actual work where a knowledge of the business is lacking.

It is better to put a few extra dollars in perfecting a plant with sufficient machinery and borrow the working capital than to operate without sufficient machinery. Why should the country grain dealer act as a skimming station to gather the grain and ship it to the terminal markets, there to be put in shape to realize a profit that the country dealer ought to have?

As a next step, the country dealer must realize the difference between what he pays for the grain and what it brings him when he sells it. The difference between the buying and the selling price is the object for which the business is and must be conducted. He should not think that one cent a bushel, on a thousand bushels bought today, is enough. Margins must be based on the amount of grain tributary to his station that he, in all probabilities, will get, what he is worth to the farmers by the year, together with a fair profit on his knowledge, equipment and money invested in the business.

To his competitor, the country grain dealer owes the conducting of his business in accordance with business ethics. If the competitor be a man equipped with two scoop shovels and a chute, together with aforesaid accompanying paraphernalia, it is better to rush for the tall timber rather than to tie money up in competition with a man of that caliber. If he is financially able, try to induce him to build an elevator; if not buy him out, making part of the purchase price a ticket to some deep water and induce him to jump in.

### TREATMENT OF COMPETITOR.

Get on business terms with a competitor. Protect a competitor's interests as you would your own. Exchange views daily. Keep him posted on market depressions and fluctuations. Establish the fact with the farmers that you are on business terms

with your competitor, and that his markets are yours, and that your margins are based upon the amount and condition of the grain you both receive. Let the farmers know that your competitor has to live and that your living depends upon the amount and condition of the grain that they deliver you. Last, but not least, do not attempt to wage war on a competitor and crowd him out of business. His successor may cause more annoyance.

To a commission man, be honest and fair. Do not deceive him by misrepresenting shipments and condemn him if he does not sell them on basis of description. Be charitable with him and do not condemn him if he does not top the market, though top stuff may have been shipped to him. Do not intentionally make overdrafts on a commission man with an apology for so doing when he has made account sales. Too many such overdrafts may embarrass him.

To the trade, the country dealer owes just weights, just prices, fair and courteous treatment, prompt and efficient service and nothing else.

From the common carrier the country dealer should expect and demand box cars and lots of them when they are ordered and with boxes tight enough to transport their contents to its destination without loss in transit. It is within reason for him to expect and demand that the common carriers should avail themselves of a knowledge of how grain is moving and keep a supply of cars on hand to meet his requirements. He should demand of the common carrier that bad order cars be repaired when there is no movement of grain, so that they may be available when a movement is on. He should insist that the common carrier pay all just claims for loss in transit. He should expect the

gets it all," and thereby sells it for more than it is worth and later on the purchaser wakes up to the fact that his competitor gets the better grain. The farmer realizes that he has stung the purchaser of the low grade grain and to protect himself against possible come back, steers clear of the man he has duped.

Is it not a fact that nine times out of ten the farmers will unload grain on the dealer on rapidly declining markets, when it is impossible for the dealer to realize out of it what he has paid for the grain, and leave him when the markets reach the bottom, not allowing him to accumulate any stock upon which to realize a profit when markets advance again?

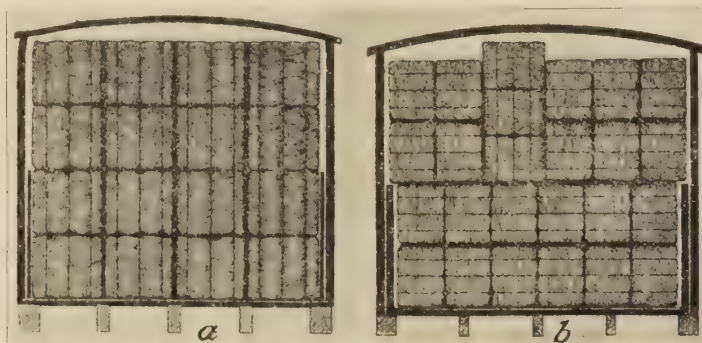
Country dealers should demand of the farmer at all times, that he accept for his low grade and damaged grain, the market difference at the terminal market. Why should not the country dealer saddle the loss from a damaged load of wheat on the farmer, to whom it justly belongs and where the loss occurred and originated, instead of taking it without discount and attempting to conceal it in a shipment of good wheat?

Summing up the duties and demands of the foregoing: Equip for efficient service and give it, but get what is due and do it honestly. Be fair and honorable with competitors. Do not do to them that which, if they were to reciprocate, would cause loss or embarrassment. Be fair, upright and efficient toward customers and make one price buy the grain. Do not lose sight of the fact that though the country grain dealer is small in a way, he has rights that the railroads and the farmers must respect.

### METHODS OF SHIPPING HAY

The successful shipping of hay depends a great deal upon complete knowledge of trade rules. When the shipper and receiver do not have the same understanding of rules, some trouble is very likely to occur, and a loss is frequently caused to one of the parties to the transaction.

Besides the rules, however, the loading of cars



CARS OF HAY LOADED SO AS TO UTILIZE ALL THE SPACE

common carrier to pay all just claims occasioned by negligence in transporting grain to market centers within a reasonable time to cover loss to the shipper occasioned by declining markets.

### OBLIGATIONS OF THE FARMER.

Last, but not least, the farmer owes something that he seldom is aware of and something that it is difficult to make him realize that he owes us. From the farmer, the dealer should expect and demand that he fulfill his obligations and contracts. It should be demanded that the farmer deliver his grain in the life of the contract and that he should deliver the grain as per contract grade or submit to the proper dockage.

It has been the custom of the average farmers in some localities to sell their grain in bulk, by sample and trust to intimidating the dealer to accept the stuff on contract, though it may fall short of the sample, holding as the penalty, if the market has advanced, that he must take it on contract or not get it.

A great many farmers who have a batch of low grade or damaged grain, will haul it first, peddling it among the dealers as a forerunner of their better grain, with the statement "that whoever buys this

must be carefully watched. In a recent bulletin, Harry B. McClure of the U. S. Department of Agriculture explains how to load cars of hay to the best advantage. The accompanying illustration shows two cars loaded so as to utilize all the available space. Both are ordinary box cars, 6¾ feet high, 7¾ feet wide and 30 to 34 feet long. The bales shown at a are 17½ by 22 inches, loaded 16 bales per tier, and at b, there are 25 bales per tier, each bale measuring 14 by 18 inches.

The minimum freight rate must be paid on every car, and unless enough hay is put in to make the minimum load, the shipper is obliged to pay charges on the amount of the shortage. Some of the old style cars it is impossible to load to the minimum, because the cubic capacity is not sufficient to hold the minimum load of hay, when baled in the ordinary manner. With newer cars, however, this difficulty is seldom experienced.

Mixed cars, or those containing two or more grades of hay, very often cause trouble in the market if received or sold on door inspection. When the good hay is placed in front of the doors, and the poorer grade back so that the inspector cannot see it, the entire car having been graded according to

\*Abstract of a paper read at the convention of the Kansas Grain Dealers' Association, Kansas City, Mo., February 12, 1913.



the hay at the doors, a loss naturally is entailed to the shipper, upon the car's being unloaded.

Frequently these cars are not mixed intentionally. For instance, it happens quite often that the shipper will leave the loading to one of his buyers, who in turn leaves it to the producer who is delivering hay at the car. It may be readily seen how easy it is for the producer's teamsters to make mistakes, especially with no one present to inspect the bales as they are put into the car. When, in due time, a claim is made by the consignee, the shipper is honest in his contention that the hay was just as he represented it. Much trouble and loss would be avoided if the shipper or his agent were present when cars are loaded, instead of leaving it to some one who perhaps knows very little about grades. When cars are mixed intentionally, the shipper should specify in the bill of lading the quantity of each kind, or if the hay is not to be given bale inspection should notify the consignee in some way.

### A WELL-EQUIPPED ILLINOIS ELEVATOR

Excellent service at both ends features the business of the Eisenmayer Grain Company, Trenton, Ill. That is, it is well situated in a most productive section of Illinois and the transportation facilities are very good. A private siding runs to the elevator from the main line of the B. & O. R. R. The elevator is of frame construction and has three cribbed bins with a total capacity of 15,000 bins. There are also six dumps, three on the east side which are used for ear corn and three on the west side for



ELEVATOR OF THE EISENMAYER GRAIN COMPANY, TRENTON, ILL.

wheat and oats. The dumps each have a capacity of 1,500 bushels, thus making a total capacity including dumps and bins of 24,000 bushels.

The machinery in use includes a Western Corn Sheller and Gyrating Cleaner, a duplex grinding machine and a stand of Stevens Rolls. A Fairbanks Hopper Scale is located at such a height as to permit the grain to run directly into the cars after weighing. For the machinery end of the elevator a 75-horsepower steam engine is used, while all handling of the grain is accomplished by means of an 8-horsepower Fairbanks-Morse Gasoline Engine.

The Winnebagoes in Thurston County, Nebraska, are answering the often asked question as to whether Indians can farm. A corn crop gathered by them last season was worth \$200,000 and out of 184 Indian farmers only three had complete failure of their crops.

The management of the Southern Railways in Russia announces that a new elevator will soon be erected for them, in compliance with the plans of the Russian Ministry of Ways, in Feodosia. It will be of brick construction with a storage capacity of 12,000 tons and having sheds for five cars.

## The Delayed Delivery of Grain

Rights of Shippers in Suing for Damages in Cases Where Consignment Reaches Destination in Poor Condition Due to Delay

By J. L. ROSENBERGER, LL.D.

A firm suing a railway company claimed that two car loads of corn shipped had reached destination cool and in good condition, and was sold at 52 cents a bushel, but that the defendant railway company had negligently and carelessly neglected and refused to deliver it until it had heated and spoiled at the time of delivery; the value was no more than 20 cents per bushel, which was the highest price that could be obtained for it. The railway company argued that, under the allegations, the corn was sold, and the damage, if any, accrued to the vendee, and not to the plaintiff firm. However, the Supreme Court of Indiana holds, (*Pittsburgh, Cincinnati, Chicago & St. Louis Railway Co., vs. Knox*, 98 *North-eastern Reporter*, 295), that, taking the whole allegations together, they did not allege an executed sale, or a "bargain and sale" at common law, but a contract to sell. Into this allegation must be read the proposition of law of the right of inspection, and the right of refusal of the contemplated buyer, and its right to reject that which it had not purchased.

The allegations disclosed an agreement in effect to deliver, and clearly one who buys an article

the allegation that the firm had sold the corn was not an apt one, but, taken in connection with the other allegations, a contract to sell was shown, and not an executed sale. A present acceptance was not shown, because coupled with the allegation was that of failure to deliver until the corn was spoiled, showing that delivery was to be made by the firm. Clearly there was not a showing of the meeting of minds, or understanding, or intention or agreement that title passed at the yards. The right of inspection, unless waived, is an absolute one.

If the vendee had brought suit, it would have been at once confronted with the fact that the corn was consigned to the firm, and was not accepted by or delivered to it. Where a contract is executory or yet to be performed, the word "sold" is held to mean contracted to sell. The use of the word "sold" does not necessarily imply a change of title.

The court cannot infer that delivery should take place at any point short of the point to which the corn was consigned. It was the defendant railway company's duty to transport and deliver with reasonable promptness. As the law implied the duty, it was sufficient to charge that it was carelessly and negligently omitted for such a length of time that the corn spoiled, to the firm's damage. Whether there was unreasonable delay, and whether that occasioned the damage, was a question for the jury.

Mere delay, and in some cases unavoidable delay, will not give rise to a cause of action, but when it is alleged, as here, that by negligent and careless refusal to carry and deliver, special damages have arisen, it is sufficient, upon a pleading, to send the question of fact to a jury, for the reason, if no other, that as an undertaking of safe carriage and delivery, if there was an thing to excuse performance before the corn spoiled the defendant company was in a position, and it was its duty, to disclose it.

In the absence of contract, the difference between the market value at destination when grain should have arrived and the value at actual delivery is the measure of damages.

### CANADIAN GRAIN REQUIREMENTS

The elevator needs of Canada are thoroughly emphasized in the recent annual report of the Canadian Board of Grain Commissioners. The report points out that every effort should be made to take advantage of the completion of the Hudson Bay Railroad and the Panama Canal. To accomplish the desired result, the construction of a system of interior elevators with transfer elevators on the Pacific coast and Hudson Bay, is urged. Such a system of elevators would be owned and operated by the Canadian Government.

It is also recommended that sample wheat markets should be established in Winnipeg and Fort William by September 1, 1913, and that the railway companies be required to grant facilities for taking samples at such points as shall be agreed upon by the railway commissioners and the grain commission.

Another suggestion is that there shall be established in Winnipeg, a laboratory for testing the milling and baking qualities of the Canadian grain. This, it is thought, can be operated in connection with the Winnipeg Agricultural college. Other recommendations are that there should be protection in the matter of inspection; that there should be a chief inspector for the western division; that a weighmaster should be appointed for the western division to have charge of a weighing department and that a system of registration and cancellation of the warehouse receipts should be established.

In the western part of Canada there are now 2,225 country elevators with a total capacity of 67,000,000

worth 52 cents per bushel when he buys, but which at delivery because of its condition is only worth 20 or 25 cents per bushel, is not required to accept it, so that, unless it could be said that delivery was made at the yards where the corn was held, it was clear that there was no sale, no parting with, or vesting of, title.

Delivery was as essential as any other thing, and the allegation was that the defendant railway company negligently and carelessly neglected and refused to deliver for such a length of time that the corn spoiled, which was a negation that delivery was made at the time that the company claimed a sale was alleged. Stated reversely, suppose that the vendee had sued the firm for a breach of contract to deliver corn purchased, could the latter have successfully defended the suit, by showing that the vendee had agreed to take so much corn of such and such a quality at so much per bushel? Would the firm not have been compelled to show that they had delivered it, or stood ready to deliver it, and that it was of the quality agreed upon?

Suppose the bill of lading had been formally assigned, and forwarded and received by the vendee. A sale would not have been consummated until inspection and acceptance. It might be conceded that



bushels The work of inspecting these elevators is done by the deputy inspector, but owing to their number, it is impossible for the inspector to do it thoroughly and they can be inspected only on special occasions. The capacity of the terminal elevators at Fort William and Port Arthur is given at 27,820,400 bushels, as compared with 25,700,400 in 1911. During 1912, preparations were made for additional accommodation to the extent of 12,120,000 bushels.

Last year, a number of complaints were received from England, regarding wheat that had arrived there in damp condition. This suggested to the grain commissioners the desirability of supervising the western grain while in transit through Cana-

dian channels to Atlantic steamers. The report gives at some detail, an account of the trouble experienced last year with wet and tough grain, and tells how a dryer was secured from the Armour Grain Company of Chicago with the object of putting this grain into marketable condition. The dryer was in operation for 44 days. An average of 4.85 cents per bushel was charged and \$107,348 was earned by it. Although this appeared to the commissioners a somewhat large amount to pay to a foreign company, the fact that all the grain was saved, more than compensated for the expense. The new government elevator, which will have a large dryer attached, will be ready, it is asserted, by September of the present year.

haps no one thing will do more to secure these things than growing alfalfa.

Many in the corn belt do not believe that they can grow alfalfa. They are under the impression that it requires peculiar climatic conditions, and a peculiar type of soil, such as is found in the western states, particularly Kansas, Nebraska, Colorado, California and Utah—the great alfalfa states. Now we have reached the point where we believe we can grow alfalfa here in the corn belt, and it is now up to us to grow some.

#### HISTORY OF ALFALFA.

There is nothing new about alfalfa. Alfalfa is perhaps as old as the pyramids. It was grown in the time of Rameses, the first Egyptian ruler that history tells us very much about—and this is as far back as we need to go for all practical purposes. Caesar and his predecessors were strong believers in alfalfa, and their cavalry horses were fed upon it. Books on agriculture, written in the early days of the Roman empire, tell how to grow alfalfa. Doubtless, the world-wide supremacy of Caesar's armies and the Roman empire was due in no small way to the abundant yields of alfalfa grown by the Roman farmers—and when they neglected their alfalfa fields, the great empire fell, and all that we have left is the magnificent ruins of a past civilization and now almost forgotten people.

The early colonial settlers brought alfalfa seed with them, and many years ago alfalfa was in high repute under the name of lucerne in the Atlantic coast states. Even in that remote time, alfalfa was recognized as having remarkable attributes, although it acted strangely under cultivation, because

## Alfalfa in the Corn Belt

History and Development of Alfalfa—Great Importance of This Legume Crop—I. H. C.  
Agricultural Extension Department Makes Preliminary Announcement

By J. E. BUCK

We have come to the dividing of the ways—we have reached a critical point in the history of our agricultural development. Aside from the 35,000,000 acres in the United States that can be reclaimed by irrigation, and the 74,000,000 acres of farm land that can be made available for cultivation by means of drainage, no very large areas of virgin soil remain to be brought under cultivation in our coun-

been exhausted. The settlers then moved westward into the Miami and Scioto Valleys of Ohio, and did the same thing over again. Following the exhaustion of these rich valleys, the magnificent broad prairies of Illinois and Iowa were brought under cultivation, and the same process is now being repeated. Even in the Red River Valley of the North where fifty bushels of wheat to the acre was not



A FIELD OF GROWING ALFALFA IN ILLINOIS

try. In time, of course, these barren lands will be made to yield abundant harvests—but for the present we must look elsewhere to find a solution of the problem with which we are confronted. If we are to keep on going forward, it will be necessary for us to secure larger yields from the fields that are already under cultivation. That is to say, our problem is not so much, how to increase the population in rural communities, as it is to increase the producing capacity of the people already on the farm.

The average yield of corn per acre in the United States is only about 27 bushels. Our average yield of wheat is only 13.7 bushels per acre—and the average yield of nearly everything we grow on the farm is exceedingly low, compared with the yields in other countries. It is high time we were waking up and doing something.

One hundred years ago the Mohawk Valley in New York was the wonder of Europe, indeed the wonder of the world for its fertility, and thousands of carloads of cattle, hogs and farm crops were shipped out of that valley until its fertility has

unusual, today not more than fifteen bushels is grown.

#### FOOD SUPPLY AND POPULATION.

To make it possible for the people of the United States to raise, clothe and feed future generations, we must change our system of agriculture. We cannot depend upon Uncle Sam for any more land, and the only method by which we can keep the United States on the map is to make two blades of grass grow where only one grew before.

During the last decade the population of the United States increased 25 per cent. During the same period the production of beef in the United States fell off 28 per cent. A few years ago it cost the laboring man \$52.05 for his yearly supply of meat—today the same number of pounds of meat cost \$85.05, an increase of \$33.00. In view of all this, what shall we do?

A careful analysis shows that we need more fertile fields, or rather fields with greater fertility. We need larger and better herds, better homes, roads, larger bank accounts and better citizenship. Per-

its idiosyncrasies were not well understood. One man would succeed in securing a fine stand, while another would fail almost completely, and after a time its culture was almost completely abandoned in the eastern states.

One hundred years ago the Spaniards brought alfalfa to Chili, Peru and into Mexico, and later introduced the plant in southern California. From there it spread eastward to Utah, Idaho, Colorado, Montana, Kansas and Nebraska.

At the present time all the alfalfa grown east of the Mississippi River about equals the area of the state of New Jersey. The total area under alfalfa in this country is 4,705,136 acres. Of this area Kansas alone has 956,962 acres of alfalfa—or about one-fifth of our entire alfalfa crop. Nebraska comes second with 685,282 acres; Colorado third, with 508,892 acres; California fourth, with 484,134 acres; and Idaho fifth, with 308,892 acres.

Eleven of the corn belt states are lamentably shy in the growing of alfalfa, as is shown by the following rank in which they come as producers of the crop: Missouri, 17; Ohio, 19; Iowa, 20; Illinois,



22; Wisconsin, 23; Indiana, 24; Michigan, 29; Minnesota, 35. With the unquestioned advantages of alfalfa, we should be growing more of this great legume crop.

#### ADVANTAGES OF ALFALFA.

As to the advantages of growing alfalfa in the corn belt, Professor P. G. Holden says:

"It produces a large yield per acre, more than double that of clover. It is rich in protein, the leaves having almost as high a feeding value as bran. It is probably the most enriching crop for the ground which we have. When a good stand is once secured it will generally last for eight or ten years in the humid regions and much longer in the west. It can be fed as hay to all kinds of animals."

In speaking of his experience in the growing of alfalfa, the Hon. A. T. Grout of Winchester, Ill., probably the largest alfalfa grower in the state, has this to say:

"My success at first in growing alfalfa was not startling, but on the contrary I met with many discouragements. Had it not been for the doddies (sheep and hogs), that seemed so fond of it, and thrived so well on the small quantities I was able to furnish them, it is doubtful if I would have kept

would—notwithstanding the fact that experience shows that it will.

Joseph E. Wing of Ohio, who has 160 acres of alfalfa, and who is one of the best known authorities on this crop in the United States, says:

"Alfalfa is a perennial enduring on well drained soil from five to fifty years with one sowing. It may be cut from three to five times a year, and will yield in the region of the corn belt from three to six tons of hay per acre. The composition of alfalfa hay is such that it has almost the same nutritive value as wheat bran, and may be substituted for wheat bran in the feed ration with good results. As a feed for all classes of live stock it is unexcelled. Every animal upon the farm loves alfalfa and thrives upon it."

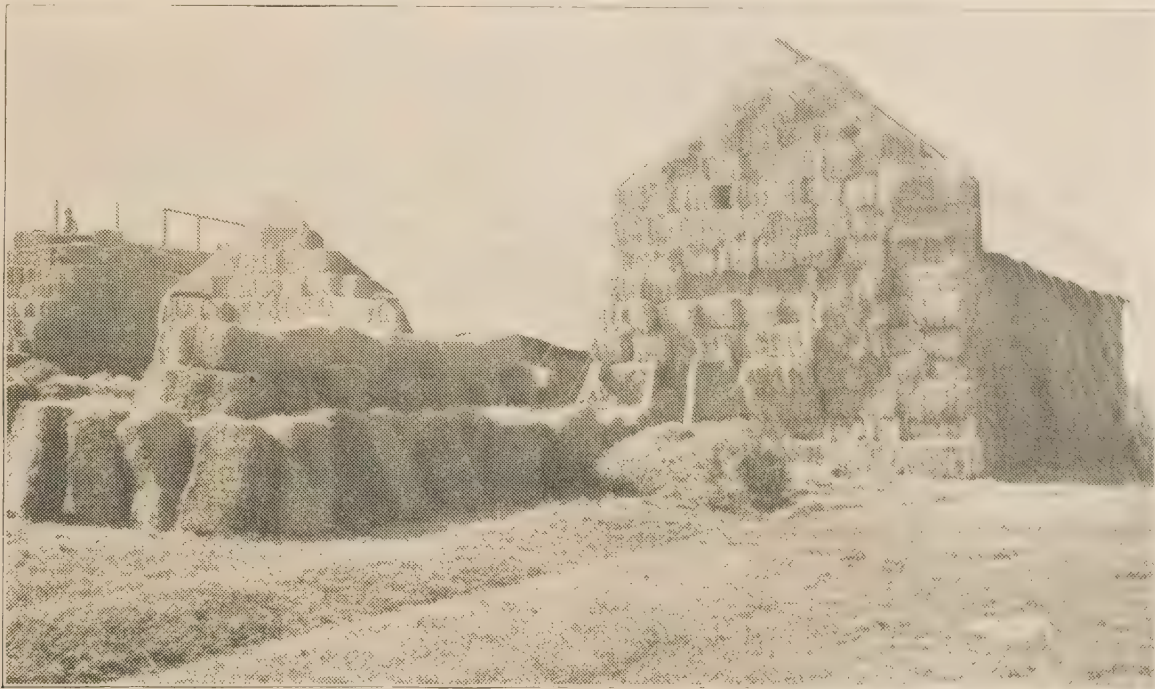
According to former Governor W. D. Hoard, "No one more literally abets the growth of two blades of grass where one grew before, than he who effectively urges the cultivation of alfalfa upon those who are strangers to it, and no one is more truly working for the benefit of agriculture, the basis of all prosperity, than he who proclaims its excellence as the foremost forage."

An acre of alfalfa yields 5,280 pounds of digestible

Quite a number of boats have been placed with the understanding that they can be sent to Canada or Lake Erie side ports, but the bulk of the grain will go to Buffalo. This will probably result in a jam at the latter port, and boats that are late in arriving will be held for a week or more.

Many of the grain carriers have a dispatch guarantee and will be paid for all the time they are held at the unloading ports over the time named in the contracts. That all the guaranteed boats will not be unloaded in the period named is certain, and the shippers will have to pay for the delay. Last spring the owners had to stand the loss when their boats were hung up for a week or ten days. The prospect of losing time at Buffalo and other points, with a big demand for ore tonnage, has made many vessel owners insist upon this guarantee.

The spring hauling of ore will largely determine whether grain shippers will be able to charter additional tonnage. It is believed that if the frost remains heavy until April 1, many of the boat owners will take a load of grain as the initial cargo and take chances on getting back to Duluth before the ore hauling becomes heavy. Insurance attaches on April 15, consequently most of the insured boats



ALFALFA IN BALES READY FOR SHIPMENT

up the struggle. A knowledge of its wonderful feeding value gained by experience was the incentive that urged me on.

"The time has come in my experience, and I believe in the experience of every alfalfa grower, when just as certain and favorable results are expected from seeding to alfalfa as for any other crop. It is not so much the soil, the climate or the location, as in knowing how. That fact has been clearly demonstrated. In my judgment, alfalfa is the most valuable farm crop that can be grown in Illinois, and yet comparatively little is known about it in the state. I know of nothing that will do more for the development of the state or add more to its wealth than a thorough knowledge and understanding of alfalfa.

"I do not know of any greater or more valuable service that the few successful alfalfa growers, who have learned the lesson, can render their state than to spread far and wide a knowledge of alfalfa, and encourage its cultivation and use in Illinois. To be instrumental in bringing into general use a plant which is sure to revolutionize the agriculture of the state, and which will add untold wealth, not only to the farm, but to every other interest, will be far more creditable and more deserving of honor than that usually accorded for any public service."

What is true of Illinois is true of every other state in the corn belt. If asked whether or not alfalfa will grow on his farm, the average man in Illinois would answer that he does not believe it

matter; red clover, 3,200 pounds, and corn, 2,800 pounds. In every dollar's worth of alfalfa there are thirteen pounds of protein—in every dollar's worth of corn there are only eight pounds of protein. The great value of alfalfa as feed stuff is therefore apparent.

Alfalfa enriches the soil—grain crops impoverish the soil. Ten acres of alfalfa on every farm in the United States would give us in round numbers, 64,000,000 acres of alfalfa. Before the next decade has gone into history we should be growing 100,000,000 acres of alfalfa in the United States. If we do this, we will be infinitely better off than we are today—our fields will be vastly more fertile and our crop yields will be bigger and better—our herds will be larger and the quantity of butter fat will be greatly increased—we will have happier homes—and we will be better citizens.

#### READY FOR OPENING OF NAVIGATION

The stocks of grain at the head of the lakes are very large, and it is predicted that the early movement of grain will be the heaviest on record. A considerable amount of tonnage has been tied for the first trip. Vessels having a capacity of more than 15,000,000 bushels, have been chartered for the first trip to Lake Superior ports. Practically all the boats at Fort William and Port Arthur are now loaded, and it is estimated that there is afloat at Duluth about 7,000,000 bushels of grain.

will wait until that date. Uninsured vessels, however, may start a few days earlier, if the channels are free from ice.

#### TAX ON GRAIN UPHELD

A tax upon grain bought by E. R. Bacon of Lakeview, Ill., levied by the State of Illinois, was upheld by the United States Supreme Court in a decision handed down on February 24. The grain was bought in western states and put in the Illinois elevator on the day that the tax was levied. It was awaiting grading and ultimate shipment to points in the East.

The decision cannot help establishing a precedent for taxing quantities of grain which is graded at points in the Middle West. It has been qualified, however, by the statement made by the Supreme Court, that states do not possess a right to tax interstate shipments merely because the owner is a resident of the state. In the case decided, however, it was held that the shipment was not interstate commerce at the time, but had come to rest, and was, therefore, part of the state's property.

A bill has been passed by the Indiana House of Representatives prohibiting combinations for increasing, reducing or fixing the prices of corn, hay and other farm or mill products and fixing a maximum penalty of \$1,000 fine and ten years imprisonment for violation of its provisions.



## A New Grain Drying Plant in Illinois

### Description of Recently Installed Drying Plant of the Cleveland Grain Company with Extra Large Cooler and Other Modern Features

The drying plant, shown in the accompanying illustrations, was erected for the Cleveland Grain Company, at Champaign, Illinois, by the Ellis Drier Company of Chicago.

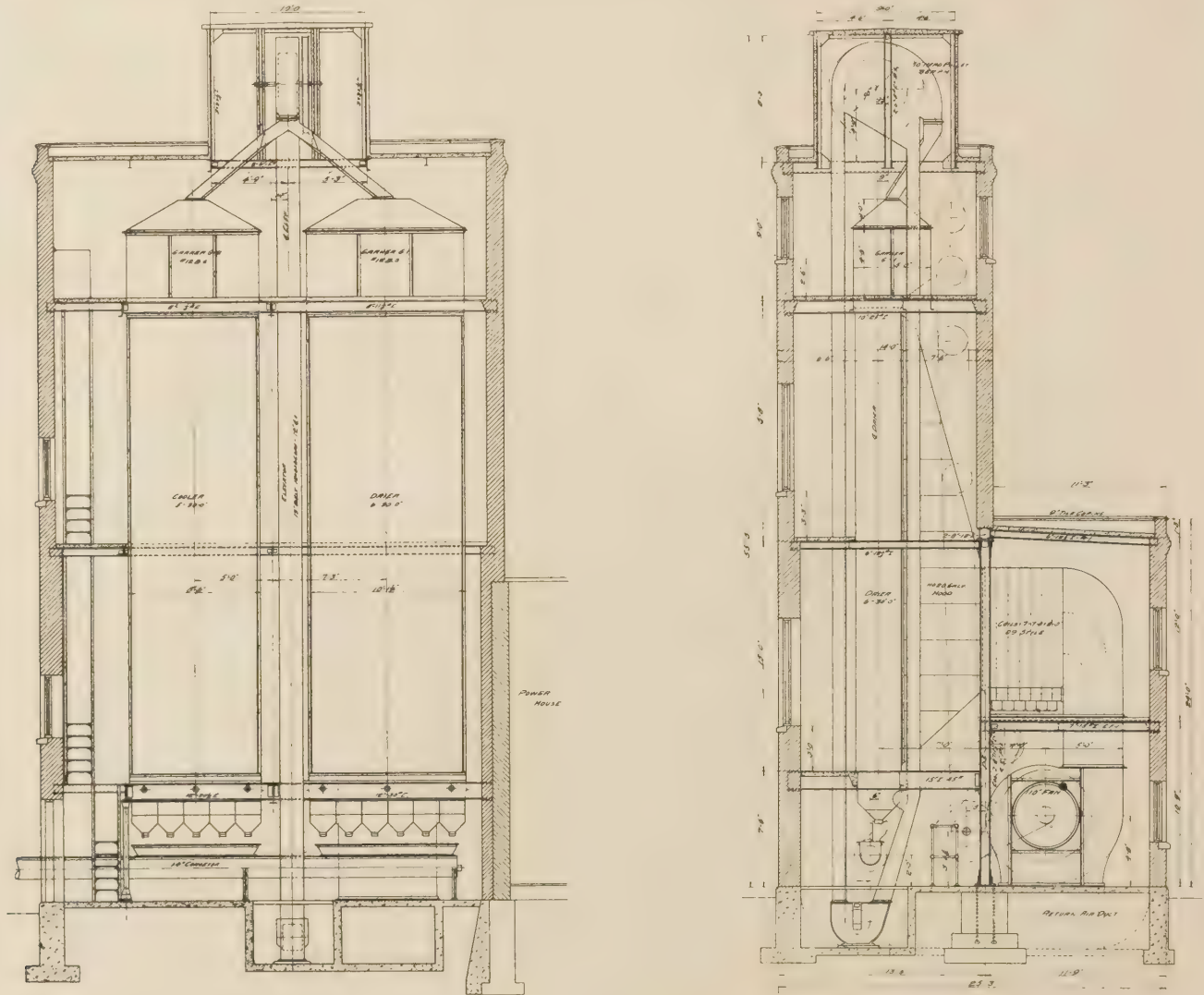
The drier is a 6-unit, 30-foot-high machine, with an exceptionally powerful independent cooler. Both the drier and cooler fans are operated on the same fan shaft by a silent chain drive. In the operation of the plant the grain to be dried is spouted from the elevator to the drier garner. From there the material feeds continuously through the drier, and is carried by a short conveyor to the elevating leg

design of the drier, the Cleveland Grain Company have realized probably more than any other grain concern in the country that a powerful cooler is one of the most vital necessities in the drying of grain. Just why it is advantageous and necessary to have an exceptionally large cooler may be explained from a practical standpoint as follows:

It is slowly being realized that the real money in drying, outside of salvage work, is not made in reducing high percentages of moisture, for the very good reason that a heavy shrinkage overcomes to a great extent the gain in the value of the dried

port of Rotterdam 4,400,000 tons of grain. This was done partly by mechanical and partly by hand power. The mechanical power is principally supplied by the elevators of the Grain Elevating Maaschappij and the Independent Grain Elevating Co., whose machines amount in number to about twenty-five, with capacities ranging from 50 to 200 tons per hour, making short work of the biggest cargoes. For instance, a steamer of 5,000 tons of corn, loaded in bulk arrived in the morning, discharged during the daytime, and found itself once more at sea on the evening of the same day. This is a record, but it is asserted that it can be repeated whenever necessity arises.

The docks of Rotterdam extend along both sides of the river, and they are being constantly added to, the one at present being constructed will cover an area of many acres. In these docks steamers and lighters find a safe berth. The lighters, espe-



PLANS OF NEW DRYING PLANT OF CLEVELAND GRAIN COMPANY, CHAMPAIGN, ILL.  
Designed and Installed by the Ellis Drier Company, Chicago.

located between the drier and the cooler. The dried, hot grain is then carried to the large garner above the cooler.

The corn is here allowed to sweat before entering the cooler, through which it finally passes in a continuous flow to the screw conveyor below, and thence into the elevator or working house, where the finished product is elevated to storage, or immediately shipped. Process patents covering the return of exhaust air from the drier have been utilized in this plant with the view of obtaining the greatest possible economy in operation. The coils which are of a special type are operated almost exclusively on exhaust steam. All water of condensation falls directly to the receiver tank, and is then pumped to the boiler feed. Steam for the coils, as well as power, is furnished from the elevator power plant which is closely adjoining. The building is constructed entirely of brick and steel and is absolutely fireproof.

Referring to the mention made above that an exceptionally powerful cooler was called for in the

product. Today the intelligent purchaser of off grade material buys as close to the grading line as possible and extracts only enough moisture to raise the grade, or bring it to safe keeping condition. This class of drying work necessitates much larger cooling facilities than the standard type of drier is designed for, owing to the increased capacity of the drier when removing the smaller percentage of moisture.

#### ROTTERDAM AS A GRAIN PORT

The port of Rotterdam is of immense importance in the grain trade. Particularly is it recognized as greatly valuable to those wishing to get into close communication with central and western Europe. Furthermore it is a port of quick discharge, offering the most direct means of communication, not only for transshipment up the Rhine to the center of Europe as far as Switzerland, but also for coastwise trade by numerous liners with daily services, and especially so for all kinds of grain.

In the last year, there were discharged in the

cially those intended for transporting produce up the Rhine are available in almost unlimited numbers, the largest of them will carry as much as 3,600 tons. The average load varies from 300 to 1,500 tons apiece.

School teachers in rural districts of Iowa are now receiving instruction as to the best methods of testing seed corn.

Argentina replaced Russia as the principal source of supply for oats imported in England during the past year, sending 7,657,500 cwt. in 1912, as against 3,305,000 cwt. imported from Russia. Argentina also led in 1912 in supplying corn, with 28,795,930 cwt., while the imports from Roumania dropped from 11,250,000 cwt. in 1911 to 4,250,000 cwt. in 1912. The decrease in the corn imports from the United States was nearly as great, being approximately 6,000,000 cwt., although this country still maintained second place, with 4,368,000 cwt., but only by a narrow margin, while in 1900 the corn imported from the United States made up 38,000,000 cwt. out of a total of 49,000,000 cwt. imported.



## The Orphanage Next Door

How a Grain Man Overcame His Grouch and Aided by a Dust Collector Gave Some Children a Surprise

By GUIDO D. JANES

Bill Gluten laughed. Yes, he hee-hawed loudly, notwithstanding the fact that the water pipes at his home had frozen the night before, and a newly dug garden, made a few days previously, had frozen to death.

"Those kids," he remarked, with the lingering smile yet upon his face, and pointing to the orphanage next door, "think they'll have a good old Easter this year with eggs, candy and rabbits. The church has a habit of sending down a lot of truck to them and depositing same on the window sills. But the coyotes will look in vain this year for the junk."

Here he quit talking and summoned the foreman. "Say, Sikes," he began, when the one summoned appeared, "I am going to throw a wet blanket on the orphanage Easter this year."

"Good," returned the employe, with a twinkle of humor wallowing over his countenance, "if the late freeze hurt all the grown-ups, why should it not jump on the youngsters as well?"

"Right you are. And I want you to help me out on the plan. We will rig up the dust collector and place it long side or near the various windows where are located the eggs on the sills ready for the orphans and, before they get them, have our suction apparatus devour the articles of childish joy. We will mask ourselves to avoid detection."

"Just the ticket, boss. I'll get busy at once on the pipes, motor, fan, etc., and have same ready to do the work tonight, soon after the eggs are placed in position."

So Sikes got busy on the collection, and so rapidly was the task accomplished that everything was in readiness three hours before the scheduled time.

About that time Gluten was returning from lunch. En route he met up with a couple of kids from

the two boys, "about you not going to have any eggs or Easter fun this year?"

The urchin nodded his head.

"I'll bet they do," laughed the elevator man, with a funny smile on his face. "You just go to the orphanage and tell them that those eggs will be there on time. Now, hurry."

The two needed no urging, and a second later they had bolted out for their place of residence, leaving Gluten behind quite alone.

After watching them until both disappeared around a corner, he made tracks for his elevator, reaching there in a hurry. Entering the office, he called up Sikes by the house phone.

"Say, Sikes," he remarked into the receiver, "I



"I'LL BET THEY DO"

am going to revise my prank on the orphanage just a little, and make it better even than previously."

"Fine, but how?"

"Rig up the dust collector so that it will blow out instead of suck in at the orphanage end of the system. I will apprise you more later on."

With this Gluten left his place of business and went down town to interest others in his prank, including in it anybody that had been an orphan or was of a tender turn of mind. Accomplishing the purpose of his trip, he turned his footsteps again in the direction of the elevator. En route he paused at the orphanage and had an earnest talk with the superintendent of the said institution, which terminated in laughs on both sides.

"Mighty fine of you, Mr. Gluten," said the head of the institution, "for you to take this kindly interest in the little ones. I wish to thank you."

"No thanks necessary, sir. All I ask of you is to arrange things so the prank will make good. So long."

"Good day."

By the time the elevator man had gained his office, a wagon filled with egg cases and boxes of candy drove up to the wagon dump. Over the house phone Gluten gave directions to his foreman what to do with them, who, after recovering from a first surprise at seeing the strange load, caught on to the real purport of the joke.

So he needed no further urging or explanations in regard to the matter.

It was agreed upon by superintendent and elevator man that six o'clock, when the orphans were at supper, would be the chosen hour to deposit the eggs, candy, etc. So just as the whistles of the various factories over town were blowing for the closing day, Sikes and Gluten stood ready.

A minute they waited, after which a second story window in the middle of the charity building opened. The foreman straightway stuck into the opening a joint of pipe, and Gluten turned on the fan. Immediately Easter eggs, candy eggs, miniature rabbits, etc., journeyed up the pipe and threw themselves onto a blanketed floor without injury.

The wagon load had not been half deposited into the orphanage, when one orphan got wind of the affair, and there was a large stampede for the place. No one could stem it. And the racket drowned out the noise of the collector.

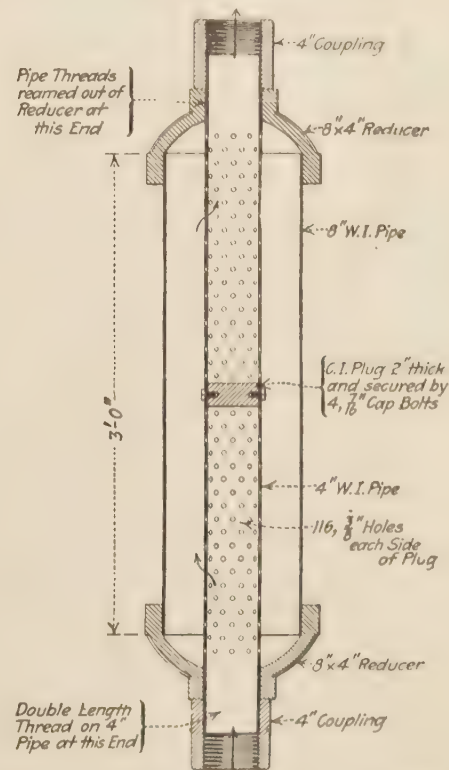
"That's the best stunt we ever pulled off," laughed Sikes, highly pleased over the joke's appreciation. "You are all to the good, Mr. Gluten."

"Thanks, Sikes, you are not so bad yourself. Save one egg or so. I want to take it home to my daughter."

### EXHAUST SILENCER FOR GAS ENGINE

Nearly all gas engines when purchased are equipped with some kind of muffler or exhaust silencer. Some of these devices, when properly connected as close as possible to the cylinder, allow the exhaust pressure to drop very quickly and eliminate much of the back pressure. In many cases however, especially with medium sized gas engines, such as are used in most grain elevators, the silencers either create too much back pressure, or else fail in their primary purpose of quieting the exhaust.

To keep peace with neighbors and also prevent nervous breakdown on the part of the operator, it is very often necessary to rig up a homemade muffler. Several of these devices were illustrated recently in the "American Grain Trade" and these can be added to very well, by an exhaust silencer de-



SECTION THROUGH EXHAUST SILENCER

scribed recently by a contributor to *Power*. The silencer was used with a 25 horsepower engine.

The exhaust silencer shown in the accompanying illustration was devised, to be connected outside of the cast iron vessel. It is easily made, not very expensive, is heavy enough to withstand abuse and has, it is declared, proved very effective as a silencer. The exhaust pipe from the engine to the exhaust vessel is 3½ inches, and from the latter to the muffler, 4-inch pipe is used, the muffler being designed for this size of pipe. The dimensions given are, of course, for this particular case, a 25-horsepower engine, and would have to be changed to meet other conditions. The total area of the small holes in one end (inlet or outlet) should not be less than the area of the exhaust pipe.



"I AM GOING TO THROW A WET BLANKET ON THE ORPHANAGE EASTER"

the orphanage. They were heading in the same direction as he.

"Don't cry," he heard one of the orphans remark to the other. "No matter if we ain't goin' to have no Easter and no eggs or candy, we got a good home to live in. That's enough joy fer us."

"Yes, I know," returned the crier. "But we always do have Easter. But Mrs. Young, she told Art Mulvey that the church was not going to give us no eggs this year. Could not afford it."

Gluten pricked up his ears and listened.

"Is that right?" he said, addressing the older of



## A. McMICHAEL

One of the undisputed pioneers in the grain business is A. McMichael, of C. C. Turner & Co., Winnipeg, Manitoba. Mr. McMichael located along the Mississippi River in southern Missouri in 1860. At that time there were no railroads anywhere near the place of business and the river furnished the only means of transportation. From that date up to the present time, he has bought grain along the Mississippi River all the way to Minneapolis.



A. McMICHAEL

He has been widely known throughout the entire grain trade of that section.

Twelve years ago Mr. McMichael went to Winnipeg, Manitoba, where he has been ever since. Recently he celebrated the fiftieth anniversary of his marriage and one of the most interesting features in connection with the Golden Wedding, was the presentation by the Winnipeg Grain Exchange of a handsome gold watch to him. Despite his age Mr. McMichael is hale, hearty and vigorous and expects to be classed with the big boys of the grain trade for many more years.

## HOW EXHIBITS OF CORN ARE COMPARED

Probably the first time that a general scale of points was used in scoring or comparing exhibits of corn to determine their working was at a corn display held in Chicago in 1886. This scale of points constituted the first corn score card, says the *Nebraska Farmer*. About the year 1900 the Illinois Corn Growers' Association was organized and this organization developed a score card to guide members in preparing exhibits for show purposes, and also had the avowed object to serve as a guide for selecting the best seed corn, meaning that corn which would produce the largest yield of the best quality. During the next two years similar corn growers' associations were organized in Iowa, Kansas and Nebraska, each adopting corn score cards patterned after that of Illinois. The movement soon spread to other states.

Contrasting rather strongly with the early methods of scoring, the general practice today in all corn shows is to disregard, in large measure, variety characteristics. A single standard, considered to be the ideal type of ear, has been generally adopted. This standard has been modified somewhat, however, in different states to meet local conditions. With the advent of the National Corn Exposition in 1907, a single standard was adopted whereby the exhibits from all the different states were to be compared.

After corn shows had been held for several years it was realized that regional, climatic and soil conditions greatly affected the type of ear grown, and so the requirements were made somewhat more flexible. This flexibility rested chiefly in reducing

the length of ear required, in sections not suited to growing the large ear at first considered ideal. The tendency has also been in the more recently revised score cards to lay greater emphasis upon characters regarded as most essential.

The early corn shows were made up entirely of exhibits consisting of single ears or some stated number of ears. The judge's duty was to select from the various entries the most perfect ears with the highest yielding qualities. The question soon arose as to what constitutes the ideal ear? Up to that time corn growers had worked independently and nearly every farmer had his own particular notion, but when it came to competing for honors they had to show on a common basis. To meet this demand they agreed upon a definite type of ear which should serve as the ideal for all to guide the judge in making his awards.

After a number of shows had been held and experimentation progressed, it became apparent to all that undue stress was being placed upon points which had no necessary correlation with seed value. For instance, the relative proportion of grain to cob was found to bear little if any relation to yield per acre; well filled tips and butts did not indicate that this character would be transmitted to the progeny. No very practical advantage was seen in absolutely straight rows. Since varieties which yielded equally well differed widely in shape of ear and kernel, no special advantage could be seen in a fixed requirement as to shape. Uniformity of an exhibit indicated skill on the part of the exhibitor to ob-

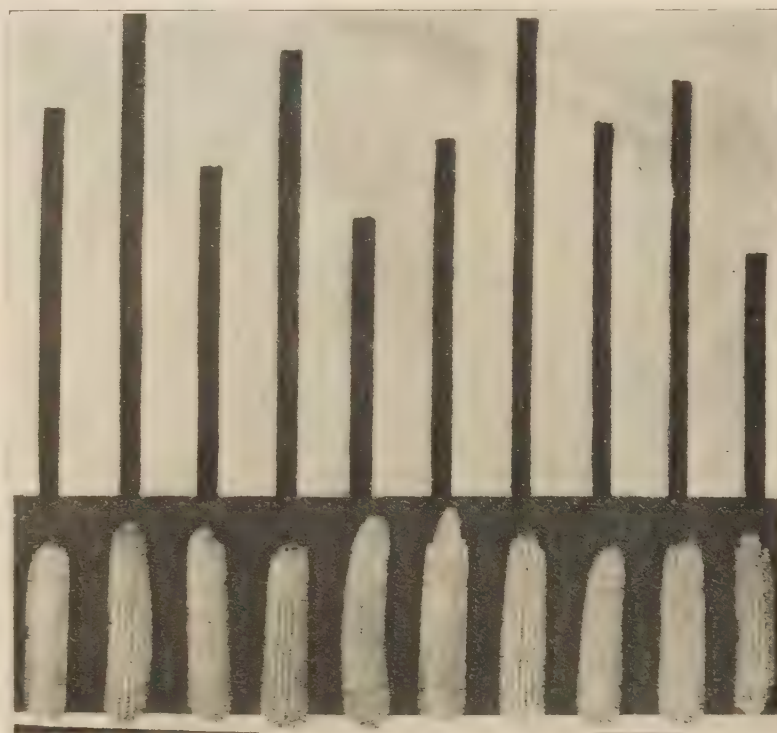
graphically the yielding power of individual ears when a portion of each was planted in an ear-to-row test. Each one-half inch of dark line on the chart represents one bushel per acre. It is quite apparent that there is little visible relation between the type of ear and its yield as shown by the black line.

The belief has gradually been growing that except for self-evident considerations of adaptability and soundness little can be told from the appearance of an ear of corn how it will yield when planted, and consequently aside from the above exceptions, the points in a corn show score card are no aid in selecting the high-yielding corn. The corn ear exhibits judged on the basis of an ideal ear have, therefore, come to be regarded as fancy ear exhibits. These other kinds, which actually get at yields produced, are regarded as utility exhibits.

## BALTIMORE WANTS SHIPS FOR GRAIN

Grain exporters of Baltimore have lodged a complaint with the Merchant Marine Committee of the House of Representatives relative to the lack of steamship facilities. George S. Jackson of Gill & Fisher, and F. A. Meyer of the Louis Muller Company, who appeared before the special House committee now investigating the Shipping Trust, on February 22, stated that the great exports of grain from Baltimore are diminishing constantly as a result of ships being diverted from that port by the trust.

Baltimore sends grain to twelve foreign ports and



A GRAPHIC METHOD OF SHOWING THE YIELDING POWER PER ACRE OF INDIVIDUAL EARS OF CORN

serve closely and pick out similar ears, but did not necessarily indicate ability on the part of either the corn or the grower to produce meritorious yields. Consequently in 1910 a new score card designed to lay greater emphasis on important points was prepared.

This change has generally marked a notable step forward in the effort to find what are important characters in corn. Marked emphasis was placed upon characters which might indicate adaptability, and also upon soundness and germination. Less weight was attached to points non-essential from the practical standpoint. Yet this could not be entirely overcome, for how were two exhibits, equally good otherwise, to be ranked if one measured nine inches long and the other twelve inches; if one were larger in diameter than the other; or if one were tapering and the other cylindrical, except by retaining arbitrary standards to be considered the corn show ideal?

In the accompanying illustration there is shown a chart used at various corn shows which portrays

it is declared that Bremen is the only port now receiving good service. The lines to Rotterdam, Hamburg, Liverpool, Antwerp, Copenhagen, London and other foreign ports furnish totally inadequate tonnage. In order to send grain to most of these ports, Baltimore shippers are compelled to rely upon tramp steamers which have no regular service. The lack of regular service, which the shipping combination denies Baltimore, gives other American ports with regular service an advantage that they can guarantee delivery on schedule time.

The docks owned by the city of Baltimore have no railroad sidings and independent lines would have trouble getting to the railroad piers, the plea being made that goods for the regular lines have accumulated on the piers and there is no accommodations for additional freight. The suggestion has been made that the Interstate Commerce Commission be given authority to compel railroads to grant all docks equal siding facilities, or else permit the independent steamers to load and unload at their piers.



AN ELEVATOR WITH BOTH GASOLINE  
AND ELECTRIC DRIVE

The elevator shown in the accompanying illustration, located at Staleys, Ill., is comparatively new and its equipment is thoroughly modern in every respect. F. R. Ludwig, the owner, is a well known grain man in this section of Illinois, having been actively engaged in the grain business for a number of years. In connection with Wm. Kleiss, the firm of Kleiss and Ludwig started operations about 1903 in Pesotum, Ill. After four years of this partnership, Mr. Ludwig sold out his interest and came to Staleys, which is near Champaign, Ill., purchasing, together with T. F. Grady, the elevator of B. P. Staley. Under the firm name of Ludwig & Grady a good business has been carried on up to the present time. The original elevator, however, was totally destroyed by fire on July 10, 1908.

It is supposed that a spark from a passing loco-

noble relative whose loving kindness and forethought they could generously appreciate. To them we offer our heartfelt sympathy in the loss of one with whom they could continually dwell most happily. Time passes, and we must all journey to that "Bourne from which no traveler returns." Let us trust that when our time comes we may meet in "that better land, in a house not made with hands."

## STATE TERMINAL ELEVATORS A POSSIBILITY

North Dakota is empowered to construct and operate terminal elevators under the provisions of a bill which was passed by the state senate during the past month. Advocates of state ownership pointed out that since the railroads had made a success of their terminal elevators, the state could do the same. It was also said that the erection of these state elevators would do much toward opening navigation on the Missouri and Red Rivers. Opposition to the bill sprang largely from the fact that it was

## SCREENINGS

The biggest receipts of grain for the year, in Minneapolis, were recorded on March 7, when 599 cars were received.

The steamer *Valdura*, sailing from Baltimore for Amsterdam on February 20, carried a record cargo of 324,615 bushels of corn.

During the month of January, 307,328 bushels of corn were shipped from the port of Philadelphia, and this figure was reached in the first fifteen days of February.

It is estimated that the corn crop of Georgia has been increased in value \$30,000,000 per year, through the farm demonstration work carried on by the district field agents.

A department for testing seed corn has been instituted at the West High School, Des Moines, Iowa, and farmers have been invited to send samples of corn there for free tests.

Last year about 5,000,000 bushels of grain were brought to Milwaukee and 70 per cent reshipped via the lake route, according to a recent report by the Milwaukee Harbor Commission.

The Canadian government has purchased 38 acres of land at Port Arthur for terminal elevator purposes, and the contract has already been given out for one elevator to be built there.

Clarence Burford, a farmer near Fowler, Kan., brought his wheat crop of 2,000 bushels to market with a large tractor engine. He drew six wagons each trip, holding a total of about 400 bushels.

After additions, now planned, have been made to the Canadian Pacific elevator at Fort William, it will have a capacity of 7,500,000 bushels and an unloading capacity of 250 cars in ten hours.

The recent cancellation of contracts for prison-made grain bags by the state of Washington will be contested by the farmers who deposited certified checks and received contracts for an allotment of bags.

St. Louis and Rochester have submitted bids for the next National Corn Exposition to be held in 1914. These bids have been taken under consideration by the officers of the National Corn Association and a decision will be given in a short time.

The Italian government is importing oats from the United States to Tripoli. The first American steamer that entered Tripoli since the Italian occupation was the *Corozal*, which recently discharged a cargo of oats there. Other American vessels chartered are expected shortly.

The Canadian Grain Commission recently ruled that any of the American vessels now at the Canadian head of the lakes with storage cargoes aboard will not be allowed to discharge cargoes at Canadian ports in the spring if they were chartered by either agents or shippers prior to November 27 and loaded prior to December 10.

A youth of 21 years stole a wagon load of wheat from a bin on a farm near Great Bend, Kan., and almost got away with it. The wheat was loaded at midnight, and the young man appeared at the Dodge City Elevator early next morning. Meantime the farmer noticed that a load had been taken and phoned to the elevator, while the young man was having the wheat weighed. His arrest followed.

The Oklahoma Farmers' Broomcorn Exchange, established recently at Oklahoma City, has handled sixty cars of broomcorn during its first month. The exchange is operated on the same plan as grain and hay exchanges and no member of the exchange is interested in a broom manufacturing company. The average time broomcorn is held at the exchange before being sold, is four days.

Manitoba, Saskatchewan and Alberta raised approximately 180,580,000 bushels wheat last year, of which 98,280,000 bushels have been inspected and shipped and 1,300,000 bushels are still in transit, not being inspected, while there is 19,500,000 bushels stored in country elevators, 26,500,000 bushels in farmers' hands for market and 35,000,000 bushels reserved on the farms for seed.



ELEVATOR OF F. R. LUDWIG, STALEYS, ILL.

motive caused the combustion. Fortunately, however, there was little grain on hand at the time, and the elevator was well insured, so that a new elevator was immediately erected upon the same site. Three months ago, or, to be exact, on December 5, 1912, Mr. Grady retired from the business, so that the elevator is now owned and operated solely by F. R. Ludwig.

The elevator is 32 feet wide and 34 feet long, with a height of 48 feet up to the base of the cupola. It has a capacity of 40,000 bushels and is equipped with automatic scale, 2 dumps, 2 stands of elevators, and a man-hoist. In the power-house both a gasoline engine and an electric motor have been installed. Power for the latter is secured from the mains of the Illinois Traction Company.

RESOLUTIONS ADOPTED FOR COMFORT  
ROGERS

The death roll of the National Hay Association has been a heavy one during the past year. The last member to pass away was Comfort Rogers of Riga, Mich., and at a recent meeting of the Memorial Committee, consisting of H. C. Morgan, R. E. Karnes and C. D. Carlisle, the following resolutions were adopted:

Again the Messenger has called an associate from among us, but this time the summons came to one who showed no signs of breakdown when last he met with us, Mr. Comfort Rogers of Riga, Michigan, with whom many of our members came in contact in business relations, and some of us in social intercourse. We have found him always ready to discharge all honorable obligations and ever ready to give assistance and aid should the opportunity be given him. Those who knew him best were his best friends.

In the death of Mr. Rogers, our association lost a good and honorable member, the community in which he lived, a good citizen, and his family, a

thought out of place for a state to enter the grain business. The bill, as presented by Senator Plain, amending the constitution of the state to permit the construction and operation of terminal elevators, was passed on its third reading by a big majority.

## IMMENSE DULUTH GRAIN STORES

A table recently prepared by a Duluth firm, showing the grain in elevators at Duluth and Superior up to March 1, presents some interesting comparisons. The quantity of the grain in storage at that part of the head of the lake is over 7,000,000 bushels in excess of what was stored there last year. The report contains other information in regard to the conditions at the head of the lakes. The table is as follows:

	1913.	1912.
Wheat .....	12,620,484	7,635,700
Wheat bonded .....	850,420	878,423
Barley .....	929,140	270,394
Barley bonded .....	96,004	16,174
Flax .....	2,610,764	585,588
Flax bonded .....	963,966	17,742
Oats .....	812,400	1,368,382
Oats bonded .....	206,918	574,191
Rye .....	99,472	119,321
Corn .....	4,213	786

Total .....

Four elevator systems at the head of the lakes are practically filled with grain. The remaining two systems have room for six to eight million bushels more. Receipts are running from two hundred and fifty to three hundred thousand bushels per day.

Bonded wheat is arriving at Duluth and Superior so fast that it is feared the elevator capacity will give out and it will be necessary to cut a passage in the ice to take some of the boats to the dock to load them with storage cargoes.





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Official Paper of the Grain Dealers' National Association  
and of the Illinois Grain Dealers' Association.

**TO DEMAND HIGHER RATES**

With a new administration in charge at Washington and a change in the personnel of the Interstate Commerce Commission, it is believed that railroads will at once renew their demands for increased freight rates. For some months a committee of prominent railroad men has been conducting a campaign of education having for its ultimate object the presentation to the Commission of a strong plea for higher rates. This demand will be based on the necessity for financial rehabilitation of the roads because of increased wages, additional terminal facilities and other improvements.

The recent public utterances of James J. Hill and other prominent railroad men have forecast the request for higher rates. Mr. Hill, in particular, has frankly asserted that unless the carriers are permitted to increase their rates they can not be expected to provide adequate facilities for handling the rapidly increasing freight business of the country.

It is believed in railroad circles that shippers generally will not oppose advances in rates so strenuously as they did when the last rate increase demands were presented in 1910, but in any event it is thought that the changed political conditions are favorable to the carriers' plans, regardless of the attitude of shippers. An important factor is the elevation of Franklin K. Lane from the chairmanship of the Interstate Commerce Commission to membership in President Wilson's cabinet as Secretary of the Interior. Mr. Lane was always a consistent advocate of low railroad rates, and the fact that he is no longer a member of the Commission is expected to lessen the opposition of that body to higher carrying charges.

The first step taken by the railroads is expected to be in the form of concerted demands from the various trunk lines for a "compensatory rate order" in sections where some commodities are now carried at a loss because of certain elements of competition. After this will come the demand for a general rate increase, which will undoubtedly affect grain and grain products.

**THE BUNCH CASE**

The action of the directors of the Chicago Board of Trade in expelling Frank M. Bunch from membership after finding him guilty of irregular trading again serves to call attention to the high standard of business integrity set by this organization. Mr. Bunch has been prominent in the grain trade of Chicago for many years, and for the past six years has been an officer of the Board of Trade, serving as president in 1912. Because of his prominence, the charges against him, which were filed last month, caused a sensation in grain circles throughout the country. The directors of the Board, however, did not hesitate to do their duty, and after a trial lasting over two weeks, in which a mass of documentary evidence was gone over, found the defendant guilty of having taken trades for his own account, instead of executing them in the open market, and promptly expelled him from membership on the Board.

While it is to be regretted that there should be cause for such action, the verdict shows that the officers of the Chicago Board of Trade are determined to maintain its reputation for fair dealing. It also is an answer to recent criticisms of the Chicago and other grain exchanges.

**INTERIOR DEALERS AND THE CALL**

The right of a commercial organization to fix rules governing the activities of its members will undoubtedly be pleaded by the Chicago Board of Trade in defending the suit brought by the Government to abolish the Board's call rule, and it is practically certain that the attention of the court will be called to the benefits that have accrued to the entire grain trade as the result of the operation of the call. There is, of course, no disposition on the part of Board officials to try the case in the press, but at the same time it is known that the call will not be abandoned without a vigorous defense.

In this fight the Board should have the moral support of all dealers tributary to the Chicago market, for the reason that a decision abolishing the call would most seriously affect the country shipper by restricting the present free and unlimited competition in bidding for his grain. It would mean a return to conditions that existed before the call was put in operation, when interior dealers did not by any means have the open, competitive market in Chicago that they now enjoy.

It must be remembered that the call was devised to prevent a serious movement toward centralization of the grain trade of this market and its control by a few strong concerns. The framers of the call rule believed that if the call were put into effect and lived up to in good faith by the membership it would establish more

equitable relations between buyers and sellers, and this belief has been justified by the manner in which the call has operated for more than six years.

Interior dealers who are now receiving daily bids from ten to fifty commission houses in Chicago and who know that they are securing the highest price that the market affords will not welcome a return to the old order. Abolition of the call will make contracting with the farmer for deferred delivery an uncertain business, necessitating a hedge or the assumption of a dangerous risk, as was formerly the case.

Under the call rule the business in this market has become highly competitive and the interior dealer now selects the house with which he wishes to do business, on the basis of service rendered. He may, if he desires, divide his business among a number of firms, with the assurance that every possible effort will be made to handle his transactions satisfactorily. In practice, the call rule can truthfully be said to have operated in restraint of combination, rather than in restraint of trade, and it is believed that this fact can be demonstrated to the satisfaction of the court.

**INVESTIGATIONS—REAL AND FARCICAL**

Despite the admission of the attorney for the Bendixen Committee, appointed by the lower house of the Minnesota legislature to inquire into conditions in the Minneapolis grain market, that he is in reality attacking the integrity of the Minneapolis Chamber of Commerce, the investigation has dragged along day after day without bringing to light anything that can be construed as reflecting on the Minneapolis market or the men who are engaged in the grain business there.

Prominent members of the Chamber have appeared before the Committee and freely given their evidence, in an effort to enlighten the legislative investigators on trade conditions and practices. Some of them have been badgered and insulted by the attorneys conducting the examination, and all of them have been subjected to loose innuendo. And the result has been nil, so far as anything of a tangible nature is concerned.

The senate investigation, which was started after the house probe had been under way for some time, has been productive of somewhat different results. The senate committee has not confined itself to investigating the Minneapolis Chamber of Commerce, but is also endeavoring to throw some light on the operations of the Equity Co-operative Exchange and the Independent Grain Exchange, whose officers are alleged to have been responsible for the appointment of the Bendixen Committee.

According to the testimony of George S. Loftus, who is president of the Independent Grain Exchange and sales manager of the Equity Co-operative Exchange, the latter concern is a commission house, selling at the same rate of commission as Chamber of Commerce houses. The Independent Grain Exchange is a voluntary association, with no capital stock and no property, occupying the same offices as the Equity Co-operative Exchange. James Manahan, attorney for the house grain investigating



committee, is "general counsel" for the Co-operative exchange.

The most interesting testimony, however, was that given by representatives of a farmers' elevator company in North Dakota, who charged that there were discrepancies in the reports sent to them by the Equity exchange, and also alleged overcharges for storage and unloading, difficulties in obtaining settlements, loose business methods and irregularities.

The house investigation has been shifted to Duluth, but the senate probe is still going on in the Twin Cities. Probably when the latter is concluded the public will have a better understanding of the situation at Minneapolis.

## PULLING THE CHESTNUTS

Members of the Iowa Farmer Grain Dealers' Association who attended the recent convention at Sioux City committed themselves to an invasion of terminal markets by adopting the following resolution: "Be it resolved, That we most heartily endorse and recommend that the necessary steps be taken to co-operate with farmers of Nebraska, Minnesota, South Dakota, Illinois and North Dakota to erect at the terminal markets, elevators to be owned and operated by the grain growers, and in this way give the producers what they are rightfully entitled to for their grain." Probably a majority of those who voted for the resolution did so without serious consideration. It is hard to believe that the majority of farmer grain dealers seriously contemplate a movement of this nature.

It is, of course, natural for men to look with suspicion on things they do not understand, but the majority of farmers' companies have been in business long enough to familiarize themselves with conditions and practices in terminal markets and understand that the agitation for farmer-owned terminals is not based on any real need but is fostered by the self-interest of a few individuals. There has been a great deal of loose talk about the treatment of farmers' grain in terminal markets, but the truth is the co-operative business would never have attained its present healthy status without the assistance of the receiving interests. When grain is bought as closely and handled as intelligently and conscientiously as is the case in all terminal markets today, it is hard to see where there is opportunity for farmers' terminal companies to effect a saving for the producers.

## STATE-OWNED TERMINAL ELEVATORS

The state of North Dakota will be in a position to burn its fingers, figuratively speaking, if the lower house of the legislature concurs in the action of the senate and passes the bill amending the constitution so as to permit state ownership of terminal elevators. The measure passed the senate by a large majority and it is now up to the house to say whether or not, as one inspired senator put it, the state shall handle its own grain.

Assuming that the bill is to be taken seriously and that it is not one of the grand-stand plays sometimes indulged in by law makers, state and national, it is to be hoped that more convincing arguments in favor of its passage will be presented to the house than were

brought out in the senate hearing. Here it was held that because railroads and private concerns were able to make money operating terminal elevators, it naturally followed the state could do likewise.

It was this kind of reasoning that induced the Manitoba government to enter the grain business and learn that there are some things that can be done better by private interests than by the state. The experience of the Canadian province is sufficiently recent to serve as a warning to ambitious legislators who desire to put the grain trade under state control, and it is highly improbable that North Dakota will actually build or acquire terminal elevators. It is, however, significant that a majority of the senate should vote affirmatively on such a proposition.

## BULK HANDLING ON THE PACIFIC COAST

What appears to be a determined effort to break away from the system of handling grain in bags has been started in the Pacific coast states. Farmers' organizations are behind the movement and it is declared that a large part of the grain harvested in the Inland Empire next fall will be shipped in bulk. Arrangements are being made for the erection of a number of elevators at shipping points in Oregon, Washington and Idaho, and it is stated that hundreds of small granaries will be built on the farms.

Farmers have become dissatisfied with the old system because of the high prices that have prevailed for sacks during the past two seasons and the difficulty of securing them when most needed. They claim also that the sacking system is wasteful and that bulk handling will result in a large saving.

While this is not the first attempt that has been made to discard sacks in the Pacific Northwest, the present movement appears to be more determined than any of the previous ones. Its success will, of course, mean drastic changes in the methods of carriers and exporters, but evidently the growers consider themselves strong enough to dominate the situation.

## INACCURATE RAILROAD WEIGHING

The grain trade, receivers and shippers alike, will await with interest the result of investigations that have been in progress for nearly a year by the Interstate Commerce Commission regarding railroad weighing of carload shipments in the principal terminal markets. The final hearing was held in Chicago late in February, testimony having previously been taken at New York, Pittsburgh, St. Louis and other important shipping points.

Witnesses who appeared before Commissioner Prouty at the Chicago hearing testified that local grain interests suffer a loss of \$500,000 annually because of weighing inaccuracies, while all other business interests lose heavily on account of faulty methods of weighing on railroad-owned scales. Railroad witnesses tacitly admitted that the system was inaccurate by declaring that the transportation companies lose as much in underweights as does the shipping public in overweights.

That the Interstate Commerce Commission will take immediate action to remedy these conditions is certain. It is possible that it will recommend the appointment of government weight inspectors in all large centers, to supervise railway weighing, the expense of the inspection to be borne by the transportation companies. A more satisfactory remedy, so far as the grain trade is concerned, is found in the suggestion that small elevators be erected at team tracks, with immediate relief granted by a system of weighing under the jurisdiction of the weighing department of the Board of Trade.

## MARKETING CANADIAN GRAIN

Something in the nature of concerted action on the part of the Canadian grain commission and the grain growers' organizations of the Dominion may be expected, in an effort to solve the problem of satisfactorily marketing the grain of the Western provinces. Presumably an attempt will be made to relieve congestion at terminal points by the erection of storage elevators and conditioning plants in the interior.

At the recent annual meeting of the Saskatchewan Grain Growers' Association the report of Secretary Green called attention to the congestion at Fort William and Winnipeg, resulting from the necessity of drying and conditioning tough and damp grain, and stated that the situation clearly pointed to inland terminal storage and hospital elevators. The Board of Grain Commissioners also recognizes this need and devotes considerable space in its last report to a discussion of the advantages of bringing inspection and storage nearer to the grain producer. Interior terminal storage elevators, it is pointed out, would permit the shipment of grain by the Panama Canal or Hudson Bay routes, if practicable; would tend to assist the milling industry in the West, and would have the effect of distributing the shipping of grain more equally throughout the year.

It must not be assumed that nothing is being done to increase transportation and storage facilities along normal lines. As a matter of fact, strenuous efforts are being made to keep up with the increase in production. During 1912 additions aggregating over 12,000,000 bushels were made to the storage capacity at Fort William and Port Arthur, and the railroads are increasing their facilities as rapidly as possible. The difficulty is that grain production in the West is increasing so rapidly that some extraordinary effort will have to be made to prevent even more serious congestion than has occurred in the past two years.

The necessity of seaboard inspection at Montreal if that city is to maintain its position with New York and Boston as a grain port is again being urged. Foreign buyers can get seaboard inspection at American ports while they are compelled to take Montreal shipments on interior grading and inspection. Because of the changes that may take place in the grain during its 1,500-mile journey from Fort William to Montreal, deteriorating its quality, English importers are especially insistent in their demands for inspection at Montreal.



EDITORIAL  
MENTION

State legislatures are working overtime, apparently, in their efforts to place hampering restrictions on the grain trade.

An enterprising Ohio elevator company is grinding up corn cobs and selling the product to gas works to be used as filtering material.

Probably if the right kind of effort were made the average elevator operator could build up a profitable business in cleaning seed grain for farmers.

Objection is being made to the proposition to establish sample markets at Winnipeg on the ground that sampling will cause additional delay in handling grain shipments.

The fact that oats yields are steadily declining is the basis of a sermon by the secretary of the Illinois Farmers' Institute in which he tells how better crops of oats can be secured.

Some idea of the serious conditions that prevail in western Canada may be obtained from the statement that a car of grain shipped from Lloydminster, Sask., in Christmas week had only reached Battleford, a distance of 90 miles, on March 1.

A gentleman who has acted as judge at a number of corn shows in different parts of Illinois is authority for the statement that good seed corn is scarce in the state. In any event dealers should urge their customers to test out their seed before planting.

Patrons of the "movies" will obtain an idea of how grain is handled if the proposed plan of having cinematograph pictures taken of loaded grain vessels leaving the harbor at Fort William on the reopening of navigation is carried out.

A state-wide investigation of switching charges in Minnesota is to be made, according to C. F. Staples, railroad and warehouse commissioner. It is to be hoped that it will be more productive of results than the investigation into the affairs of the Minneapolis Chamber of Commerce.

Someone has been stringing the paragrapher for the Milwaukee *Wisconsin*, who declares that rye has nearly disappeared from American grain exports and that only 5,000 bushels went abroad in 1912. As a matter of fact the exports of rye last year amounted to 474,063 bushels. In 1911 they touched the low mark of 5,444 bushels and for 1910 were 18,636 bushels.

According to a report of investigations conducted at the Iowa Experiment Station, to determine the amount of shrinkage in corn under storage, grain that went into the crib thoroughly dry on November 1 of one year shrank 18.2 per cent by October 31 of the next year. From November 1 to March 31 the shrinkage was 9.7. When so-called dry corn shows a loss of nearly 10 per cent in five months, it

should not require much argument to prove the necessity of using a moisture tester when buying corn.

Congress has at last done away with the free seeds graft by eliminating from the Agricultural Appropriation Bill a provision appropriating \$256,100 for the congressional distribution of seeds. No one will be sorry. It was a cheap method of asking for votes and for years has been ridiculed by everyone except the congressmen themselves.

An agricultural exchange wants to know why farmers don't grade their grain before sending it to market instead of paying freight and suffering dockage on the weed seeds and dirt that terminal elevators are compelled to clean out. Probably for the same reason that the native farmer of India loads up his wheat with all the dirt and filth it will carry—in the hope of sometime putting it over the buyer.

There is a bill before the Missouri state senate providing for a state warehouse and grain inspection department and abolishing the existing Railroad and Warehouse Board. In its present form the measure provides for a commissioner at \$3,500 a year, a chief inspector at \$2,500, a deputy at \$2,000 and an assistant at \$1,500. All fees collected by the department are to be turned into the state treasury monthly.

An inspector in Minnesota is said to have found two elevator scales in small towns so doctored that farmers were being cheated by increased tare weights of their wagons and short weight of their grain. The scales were condemned and confiscated. Elevator scales that weigh inaccurately because of fraud are fortunately fewer than they were in the old days, but the number which do so because of carelessness is still pretty large; and the weights are not always in favor of the elevator owner.

Grain receivers in the principal Ohio markets have joined the produce commission men in a protest to the agricultural committee of the state senate against the passage of the Winans Bill, a house measure which requires commission men to furnish the correct names and addresses of sellers and buyers in every transaction. While the bill will work the greatest hardship on produce commission dealers, should it become a law, it would also put the grain and hay trades to a large amount of unnecessary trouble and expense.

As the result of the recommendation of the grain and warehouse committee of the Minnesota senate it is probable that consideration of a bill giving the state boards of grain appeals the right to hire their own samplers and establish their own laboratories will be postponed indefinitely. The bill, which was introduced by Senators Sageng and Rockne, revealed friction between the state railroad and warehouse commission and the appeal boards at Minneapolis and Duluth. It would, if it became a law, permit the boards of appeal to hire as many inspectors as desired, audit their own bills and collect their own fees. This, it was urged, would result unsatisfactorily in-

asmuch as the members unconsciously would be influenced by the fact that the amount of their fund would depend on the number of inspections that were reversed.

There is a farmer out in North Dakota who probably is convinced that it does not pay to hold grain on the farm. Upon examining 1,000 bushels of wheat that had been stored in small bins since last fall he found that the grain had heated so badly as to have become almost a solid mass. About 1,000 bushels of oats was in practically the same condition. It is said that the grain was so hot it would soon have been on fire from spontaneous combustion.

The Parcel Post is ironically called the Partial Post by C. A. King & Co. of Toledo. Apparently this is quite true under the present ruling, by which grain men are prohibited from sending samples of grain by the parcel post except for seed purposes. The rules also exclude samples of grain except that for seed from third class postage transportation, and the Chicago Board of Trade has taken up this most important matter with the Postmaster General.

Another piece of unnecessary legislation has been enacted by the lower house of the Kansas legislature in the passage of a bill providing for the annual inspection of all grain testers by the state grain and grading commission. According to the provisions of the measure, all testers used by persons or companies buying or selling grain must be inspected between May 1 and June 1 of each year. A fee that will cover the actual cost is to be charged, and an inspection certificate will be issued.

It is predicted that the grain elevator capacity at the head of the lakes will be 87,000,000 bushels before the end of the year 1914. This, of course, refers to both the Canadian and American sides. Additions planned and under way to the elevators at Fort William and Port Arthur will give these points a total storage capacity of 35,000,000 bushels before the close of the present year, and it is declared that this will be increased to 45,000,000 in another year. Two new elevators also are projected for Duluth-Superior and are expected to be ready for commission in less than eighteen months.

The New York Produce Exchange has protested against the passage of a bill introduced into the state legislature by Senator Stilwell which makes it a misdemeanor for the members of exchanges to refuse to deal with any customer who desires to trade, in accordance with the same terms and conditions as those observed in transactions between such members and other customers. The bill expressly provides that it shall be unlawful for any commodity or stock exchange in the state to enforce any by-law, resolution, regulation or agreement which prohibits such trading, and does not permit an exchange to discipline members for irregular trading. The bill is one of the most drastic ever framed to regulate commercial exchanges, and while the objectionable provision is undoubtedly directed against the New York Stock Exchange,



March 15, 1913.

it would compel members of the Produce Exchange to execute orders for anyone regardless of financial responsibility or other conditions.

The Farmer Grain Dealers' Association of North Dakota went on record as opposed to anti-future legislation at its recent convention in Valley City.

A special committee of the Boston Chamber of Commerce has reported that the term "prompt shipment" in rules governing grain transactions shall mean within ten days, not including Sundays and holidays.

It is announced that Joseph Leiter, who gained world-wide notoriety as a result of his operations in the Chicago wheat pit is desirous of going to Congress. He is reported to have established a residence in Fairfax County, Va., with a view to entering political life.

An authority on corn says the report on corn reserves March 1, suggests that the government has receded from its crop estimate of 3,125,000,000. It is figured that a disappearance of 1,900,000,000 bushels from farms from November 1 to March 1 is about 200,000,000 more than it should be.

The whole city was "rushing the can," so it is reported, after the elevator of James Shoender burned down recently at Ponca City, Okla. The corn and wheat which were in the elevator, aided by rains, turned into "whisky mash," and residents of the city, which is supposedly as dry as the rest of Oklahoma, were kept busy carrying it away in little tin buckets.

More products are probably made from corn than from any other cereal that grows, but we are told that a billion dollars is wasted every year in the failure to utilize the corn stalk and leaves for feeding purposes. To this should be added the value of the cobs, which contain valuable fertilizing material.

That grain traffic will seek the waterways under reasonably favorable conditions is shown by the fact that 300,000 bushels of grain were shipped out of Whiteside county, Ill., via the Hennipen Canal last year. This grain went to Peoria, but arrangements are now being made to ship direct to Chicago and it is expected that the canal shipments in 1913 will be double those of last year.

President Wilson has announced his cabinet and the grain trade is relieved to find that Dr. Wiley has not drawn a portfolio. Perhaps the fear that the militant doctor would be named to head the Department of Agriculture was groundless, but the mere suggestion that he might be was sufficient to make the trade sit up and take notice.

Secretary H. A. Plumb of the Milwaukee Chamber of Commerce recently was impelled to deny a report, published locally, that 500 cars of grain were tied up in the Milwaukee railroad yards and on track and that the contents of the cars were heating. He stated that while receipts were large and some elevators were car-

rying large stocks, there has been no congestion and incoming grain has been taken care of to the satisfaction of the trade. The statement as to the amount of grain on track was simply a bad guess by sensational newspaper writer.

The final chapter in the government's war on bucket shops was closed in Washington on March 11, when six men were fined sums ranging from \$0,000 to \$250 in the District Supreme Court after pleading guilty to indictments charging conspiracy against the United States in operating bucket shops. The crusade began in 1910 and resulted in total fines of \$78,100 being imposed upon various defendants.

Coincident with the legislative investigations of the Minneapolis grain market, a North Dakota paper attempts to make capital for Loftus and Manahan by relaunching the "Hay Rate Case" and casting unwarranted reflections on men (unnamed) who have been prominent in the National Hay Association. Reference is freely made to "traitors" in the ranks of the hay men, but as the case was decided by the Interstate Commerce Commission after an exhaustive hearing, this belated mudslinging is evidence of bad taste, to say the least.

Commenting on the proposal to make track grain deliverable on contracts in Chicago the last six days in the month, C. A. King & Co. ask why not all month or why not trade entirely in grain in cars. The trouble is, according to this authority, that Chicago needs more modern elevators, as does Toledo and practically every other terminal market. There is no doubt that Chicago is without adequate storage facilities, and any plan of making track grain deliverable on contracts is, of course, only a means of getting around this condition. It has, however, worked satisfactorily in some markets in preventing undesirable manipulation.

Leading bankers in Pennsylvania, New Jersey, Maryland and Delaware are interesting themselves in agricultural development along practical lines after displaying a more or less perfunctory interest in the subject for a year or more. One of the large Philadelphia banks, acting in conjunction with the Commercial Exchange of that city and the agricultural colleges of the states mentioned, has announced a corn-raising contest for this year, in which prizes of \$1,250 will be awarded. Three other banks have followed the example and will conduct contests in their own territory. If the results are satisfactory, it is said that at least 50 banks will interest themselves along similar lines next year.

The attempt to force through the Kansas legislature a grain inspection bill that virtually provides for compulsory inspection is being aggressively opposed by the grain trade of the state. The bill passed the house in a form that was acceptable to the grain men, inasmuch as it provides that the owner of grain shall have the right to refuse inspection if he expressly, and in writing, informs the department that he has sold by sample or on destination terms. The senate, however, proposes to amend this section of

the measure in such a way as virtually to make inspection compulsory. Grain dealers see in this proposed amendment an effort to build up the state inspection department regardless of its efficiency, and they don't propose to permit the senate to put it over without vigorous resistance.

The decision of the United States Supreme Court in the case of E. R. Bacon of Chicago, upholding the right of local authorities to tax grain temporarily held for cleaning but intended to be forwarded to points outside the state, is one of great importance to the grain trade. The court held that the grain on which the Cook County assessors levied a tax was held by the plaintiff for his own purpose and with full power of disposition, and that his intention to send it to another state should not be taken into consideration when the taxing power of the state is concerned. The grain had been withdrawn from the carriers, and although the plaintiff had the privilege of continuing the transportation under the shipping contract, he might sell the grain in Illinois or forward it, as he saw fit. The decision would appear to establish the broad principle that grain at rest is subject to local taxation regardless of the intention of the owner concerning its disposition.

If, as reported from Washington, the elevator interests at Buffalo are opposing the passage of the rivers and harbors bill because it contains a provision authorizing a survey of the Buffalo harbor with a view to improvements that would enable it to more adequately meet the demands of commerce, they probably have some good reason for doing so, although it is difficult to understand just what it can be. With grain piling up at the head of the lakes at an unprecedented rate, the only barrier to a record-breaking shipping business upon the opening of navigation is the lack of proper facilities for unloading at Buffalo. Vessel owners are refusing to accept grain cargoes unless guaranteed against delay in unloading at Buffalo, and a repetition of the conditions that prevailed last fall is looked for. It would, of course, be impossible to provide facilities that would absolutely prevent congestion at certain seasons of the year, but there undoubtedly is room for improvement in the Buffalo harbor.

Anticipating terminal developments about to take place in New York Harbor, the Lehigh Valley R. R. is constructing a new \$2,000,000 elevator which will be completed about May 1. In speaking about the causes for adding to their facilities, H. C. Davis of the railroad company says: "The good crop of 1912 was one great element in determining the expansion of our grain-handling facilities. Exportations of grain and of grain products are affected correspondingly by large crops, and this furnished another cause for greater capacity to meet demands upon our road. Present big business requires additional terminals. But, in addition, there is the expansion of business which one must expect from our own country and from Canada. The year 1912 showed a marked increase of Canadian grain production. It is already beyond the capacity of Canadian railroads and steamship lines to handle. Producers must have a market. The best evidence of these conditions is, that on January 1, the New York Produce Exchange started to trade in bonded Canadian grain, and this is proof of the preparation that is being made for the future. The railroads must help to meet that future."



CHAS. ENGLAND  
Baltimore, Md.

# NEWS OF THE TERMINAL MARKETS

A. G. TYNG  
Peoria, Ill.

## APRIL PREMIUMS ON CORN

In their market letter of March 5, Pope & Eckhardt Company, of Chicago, say: "The premiums on corn for April shipment look unreasonable and extreme, but we doubt the wisdom of selling the commercial grades for April shipment, believing that prices current on spot April will average closer to May than are bid now and that therefore, if a hedge is needed, sales of regular May will be more advantageous."

## HAY AND GRAIN MEN DINE AT ST. PAUL

The St. Paul Hay and Grain Board of Trade held its fourth annual banquet in the St. Paul Commercial Club Rooms on the evening of February 22. Guy Carleton presided as toastmaster and the speakers were President F. J. Brings; Vice-President Theodore Wolf; W. E. Thompson of the State Grain Inspection Department; A. P. Dolenty, F. W. Knapp, E. H. Monte, Thos. Dolenty, C. R. Rank of Minneapolis; C. C. Chambers of Minneapolis.

## LARGE RECEIPTS AT WICHITA, KAN.

The grain merchants of Wichita, Kan., showed no little local pride when J. H. Sherman, secretary of the Board of Trade made his report March 1 on the February receipts of grain. The amount received in January was exceeded and there was more than double the amount received during February, 1912.

The receipts were: Wheat, 1,095 cars; corn, 377 cars; oats, 18 cars; kaffir, 33 cars. Comparing the receipts with last year, they were for February: Wheat, 445 cars; corn, 196 cars; oats, 51 cars; kaffir, 40 cars.

## GALVESTON INSPECTION RULES

John H. Upschulte, chief inspector of the Galveston Cotton Exchange and Board of Trade of Galveston, Tex., has published in pocket form the rules and regulations governing grain and hay inspection at Galveston. The rules were adopted by the Board of Trade and Cotton Exchange in 1912. The statement was made that in compiling the rules, "the trend and necessity for uniform grades had been kept constantly in view and the few variations from the Grain Dealers' National Association Rules, therein noted, were limited to those rendered absolutely necessary by distinctly local conditions."

## CHANGE IN RULES OF MINNEAPOLIS CHAMBER OF COMMERCE

The directors of the Minneapolis Chamber of Commerce voted in February to rescind the rule which had obligated members to regulate purchases and sales by the figures prevailing at the close of each day's market. The rule applied to both buyers and sellers. It is expected that the rescinding of the rule will permit more open trading during those periods when the market is not open. Better bids than the closing market prices had been frequently obtainable and many transactions were held up regularly because of the regulation compelling dealers to observe the closing market quotations when making sales "outside of hours."

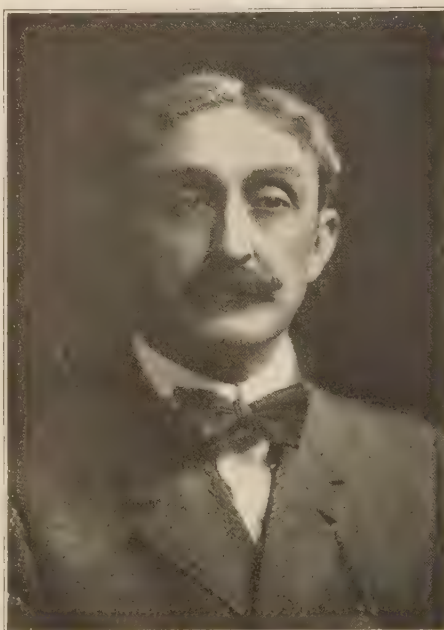
## ANENT THE HOG

Southworth & Company, of Toledo, Ohio, gave some interesting figures on "The Hog—the Mortgage Lifter," in their special market letter of March 1. Concerning this animal they said: "In his ability to benefit mankind the hog is the most versatile of all farm animals. The flesh is substantial and nourishing. It is also appetizing to the last degree. It

is more adaptable to preserving for future use by the salting process than is the flesh of any other farm animal. The fat takes its place as lard in the great American kitchen. The bristles become brushes; the hide is in great demand by saddle and leather manufacturers. The total number of by-products would make a formidable list. They used to say that all the hog was used except the squeal; and even that is now supposed to go in with the rest of the animal."

## FREDERICK W. BLINN

The newly elected president of the Detroit Board of Trade, Frederick W. Blinn, has been connected with the grain trade in the city of Detroit for nearly a quarter of a century. During that time



PRESIDENT FREDERICK W. BLINN

he has built up an enviable reputation for himself as a competent, thorough and energetic worker for the best interests of the trade. As general manager for J. S. Lapham & Co, Mr. Blinn has achieved considerable success, and it was the general consensus of opinion in Detroit that he was the logical man for head of the Board of Trade.

There are a number of important questions to come before the Board during the coming year and Mr. Blinn's experience in executive positions should prove of great service to him. It is his aim, as it is the aim of each one of the able officers who were elected to serve with him, to double the receipts of grain at Detroit within the year. To those who are skeptical, Mr. Blinn and his associates merely point out the statistics showing that Detroit receipts of corn and oats have more than doubled during the past two years.

## THE ELECTION AT DETROIT

The election of officers on the Board of Trade of the city of Detroit, Mich., was held March 11. The following were elected to serve for 1913-14: President, Fred W. Blinn; First Vice-President, Harry B. Simmons; Second Vice-President, Clifford R. Huston; Directors, F. Wm. Lichtenberg, Lynn M. Hobart, Frank T. Caughey, Herman F. Zink, Robert L. Hughes, George Beck, Arthur S. Dumont, J. S. Lapham, Jr.

## A FEW WORDS ON BROKERS

"Our Boy Solomon" of C. A. King & Company, of Toledo, has the following to say in a recent market letter on the subject of brokers: "Get the best, it is the cheapest. This applies to both doctors and brokers. The doctor who talks the loudest does not always secure the best results. Same with brokers. Years ago any old doctor would do. Now they specialize. Years ago they gave pills for everything. Now they give more advice, less dope and rely more upon nature to restore the debilitated parts. Years ago it was all work, no play. Now it is plenty of fresh air, day and night. Many doctors wait until illness takes a serious turn before they become deeply interested. It is a mistake. The ounce of prevention is greater than the pound of cure. Busy doctors get more experience. It aids them to guess correctly. Busy brokers are the kind you want."

## FROM E. W. WAGNER & CO.'S LETTER, MARCH 5

At the low points of March, wheat is a purchase against the crop raising season. When wheat scores a liberal March decline—early April prices are at a liquidated level, and this explains the annual investment promise that attends wheat purchases around April first.

February exports of wheat and flour from North America are running at rate of 30 per cent above one year ago. At about 17,000,000 for the month. Probably 7,000,000 from the United States. On this basis the United States exports on crop to March 1 might be figured around 100,000,000 against 61,000,000 last year for same period.

United States has 35,000,000 to 50,000,000 more wheat to spare abroad March 1 to July 1. World's wheat visible rarely declines in March. There is often some increase.

There is the usual idle chatter of cheaper hogs and cattle, but a guarantee is absent. These high costs look permanent. It will be six months before the United States can announce another record corn crop. It is one thing to argue lower prices and quite another to figure that values will stay depressed.

Present corn prices are likely to ride the water as easily as a lifebuoy—consequently we advise suitable purchases. Let us be sensible. Let us award this 85,000,000-ton crop of corn its proper dynamic feeding value. At the lower March levels—absolute corn worth is the factor—not the crop size.

## CHANGES IN MEMBERSHIP

**Baltimore.**—William R. Asken and Frederick A. Heywood were elected members of the Chamber of Commerce and Harry R. Lewis and John S. Hayes were transferred, according to a report from Secretary James B. Hessong.

**Duluth.**—Secretary Charles F. McDonald of the Board of Trade reports that F. J. Smith and George W. Porter were elected members. Frank Wilson and E. W. Underwood have withdrawn from membership.

**Galveston.**—New members admitted to the Cotton Exchange and Board of Trade during the month, as reported by Chief Inspector J. H. Upschulte, were P. A. Crane, J. S. Fordtran and Julius Jockusch.

**Milwaukee.**—During February, Max M. Patton became a member of the Chamber of Commerce, as reported by Secretary H. A. Plumb and the membership of L. G. Marstin was transferred.



**Peoria.**—Secretary John R. Lofgren of the Board of Trade advises the membership of J. C. Luke transferred to W. A. Lamson of Chicago.

**San Francisco.**—C. W. Thomas of Woodland, Cal., was elected a member of the Chamber of Commerce, according to a report made by Secretary T. C. Friedlander.

**St. Louis.**—Secretary Eugene Smith of the Merchants' Exchange advises that Frank J. Butler, C. F. A. of the Frisco Line; F. J. Malone of the Halliday Elevator Co., J. T. Arthur of W. L. Green Commission Company, and J. H. Belz of J. H. Belz Provision Company, B. C. Day, C. J. Wooldridge of Fuller, Wooldridge Commission Company, Felix E. Anderson, Charles E. King, H. E. Holliday of Holliday Elevator Company, Cairo, Ill., M. E. Toberman of Toberman, Mackay Company, were admitted to membership during the past month. The memberships of Clarence F. Werdling, E. S. Healey, A. L. Braggins and Louis Wolgast were transferred. Resigned—William O. Carr, John Mackey, Fred. Mayer, William J. Roe, L. M. Shephardson and Chas. Burlingame.

#### G. E. GREEN

We presented to our readers in the February issue Frank Kelly, of Minneapolis, Minn., the new president of the Grain Solicitors' National Association.



G. E. GREEN

Secretary Grain Solicitors' National Association.

and this month we introduce its secretary, G. E. Green.

Mr. Green is a native of Oregon, Wis., and has been associated with the grain business of the Northwest since 1889. He formerly acted as grain buyer in the country, and for the last thirteen years has traveled out of Minneapolis. During this time he has gained a very wide acquaintance in the territory tributary to the Minneapolis market. Several years ago he engaged to represent the grain firm of McDonald & Wyman, and is calling on the country dealers in the interest of this firm at the present time.

In their selection of a secretary, the members of the Grain Solicitors' National Association displayed excellent judgment. Mr. Green's experience on the road alone, entitles him to consideration for such an important place. Added to this, however, Mr. Green is fully aware of the possibilities for good, both to the grain merchants and to their representatives, that will ensue from a strong organization that will be truly national in scope and character, and he is enthusiastic in his plans to make these hopes-for results come to pass.

A number of internal elevators, having a capacity of 1,000,000 bushels each, are to be erected by the Canadian Pacific Railway. Construction of these is to begin this year, the first three being located at Calgary, Edmonton and Saskatoon.

#### NOTES

The Halliday Elevator Company of Cairo, Ill., has opened an office at St. Louis, Mo., in Room 320 of the Pierce Building.

James M. Kirby, associated with E. I. Hardy in the grain business at Shabbona, Ill., has been elected a member of the Chicago Board of Trade.

Charles G. Neal, manager of the Murray Elevator at Kansas City, Mo., left in company with his wife early in March for a pleasure trip to Florida and Cuba.

Capt. J. O. Foering was recently reappointed Chief Grain Inspector for the Philadelphia Commercial Exchange with the following deputies: A. Downing, chief deputy; Philip Vert, John Lynn, A. P. Foering.

The Urmston Grain Company, of Tipton, Ind., which operates a line of country elevators in that part of the state, has opened an Eastern office in Buffalo, N. Y. It will be in charge of Chessel Urmston.

A change in the rules of the Omaha Grain Exchange limits the time in which reinspection may be called for, to 144 hours instead of 192 hours and the time for the charging of interest is changed from 8 to 6 days.

Edward McKinnon, of Superior, Wis., has been appointed a member of the Wisconsin Grain and Warehouse Commission to succeed Wm. H. Crompton. The other commissioners are Ray J. Nye and Henry A. Johnson.

Thomas G. Craig, formerly for many years a member of the firm of Carson, Craig & Co., of Detroit, Mich., and for the past three years resident manager in Detroit for Paine, Webber & Co., of Boston and New York, has retired from business on account of ill health.

The firms of Ellsworth & Cross and Roy & Williams have been dissolved by mutual consent and the business has been taken over to be continued by Cross, Roy & Saunders. The firm's principal business is in provisions and the offices are at 639 Postal Telegraph Building, Chicago, Ill.

J. T. Fleishel, until recently manager of the Wichita office of the Fort Worth Elevators Company of Fort Worth, Tex., has become secretary of the company and removed to the home office. B. L. Douglas has succeeded Mr. Fleishel as manager of the company's Wichita office.

Donahue-Stratton Company have leased Elevator "A," owned by the Chicago, Milwaukee & St. Paul Railroad at Milwaukee, Wis. They will take possession of the elevator April 1. A number of important changes and improvements will be made in the elevator, which has a capacity of 1,000,000 bushels.

Negotiations have been in progress recently for the leasing of the Murray Elevator at Kansas City, Mo., from the Burlington railroad and its operation by a new organization to be known as the Aylesworth-Neal-Tomlin Grain Co. George Aylesworth, one of the principals of the firm, was until recently associated with the Moffatt Commission Co. of Kansas City.

Hulburd, Warren & Chandler, of Chicago, Ill., have enlarged the scope of their branch office at Minneapolis, Minn., to include the handling of cash grain consignments and to do a general cash grain business. The office will remain in charge of L. L. Winters, who has been for several years past the local representative of the Chicago firm on the Exchange floor at Minneapolis.

Harry J. Patten, of the firm of Bartlett, Frazier Co. of Chicago, gave an illustrated lecture in the offices of the company recently to a score or more of invited guests showing over 200 personally taken pictures while on a seven-months' trip around the world. All the pictures were in colors and were for the most part views of scenes and places out of the path of the ordinary traveler.

The Chicago Board of Trade adjourned for five minutes between 11:40 and 11:45 on March 4, which corresponded to the time President Wilson was taking the oath of office. The short adjournment was the result of a special meeting of the Board of Trade Directors, followed by an announcement of

the adjournment by Secretary J. C. F. Merrill. The custom was introduced four years ago when President Taft was sworn into office.

Frank M. Bunch, former president of the Board of Trade of the city of Chicago, was expelled from membership in that body by the board of directors on March 12 after a trial lasting for three weeks. He was found guilty of "bucketing" trades with Mark Bates, president of W. G. Press & Co., with offices in the Insurance Exchange Building, and whose trial on similar charges will at once take place. Mr. Bunch had been a member of the Chicago Board of Trade for nineteen years and was a member of Rumsey & Company the greater part of that time, until a few weeks before the charges were preferred, when he sold his interest to F. P. Rumsey and withdrew from the firm. Six years ago he was elected director of the board and served as vice president in 1911, previous to his election as president. He came to Chicago in 1894 from Peoria, Ill., and had very many friends on the Chicago Board, as well as other and especially Eastern terminal markets. Edward Andrew, president of the Board of Trade, in commenting upon the case said that, although Mr. Bunch was found guilty of "bucketing" trades, that none of his clients had been defrauded through his acts. The rules of the board, however, had been violated, and he was expelled under paragraph two of section eight of rule four, which requires that all trades must be made in the open market and cannot be taken by the house, either directly or indirectly, so that the directors had no other course of action.

[Special Correspondence.]

#### PHILADELPHIA NEWS

BY E. R. SEWERS

Now that the status of the new national administration has been settled and the perfunctory inauguration ceremonies are remembered only as an incident of the past, the Commercial Exchange of Philadelphia expects in the near future to have President Woodrow Wilson as their honored guest. This will not be from any political or patronizing standpoint, whatever, but with a view to placing the chief magistrate of the nation in close touch with the grain trade and business interests of this city, which in recent years have become of great importance and vast proportions.

The extensive developments around and about the rivers and harbor at this port, for which the United States Government through its Congressional Committee has voted an appropriation of practically two millions of dollars, in reality pledges the coming administration to do much for the increase and betterment of trade for the old Keystone State and its terminal outlet here.

The members of the Commercial Exchange and many of the older ones in the grain trade, recall the notable occasions when Presidents Grant, Cleveland and McKinley, each one during his official term, took especial delight in fraternizing with the membership and their friends and were signally honored by the Exchange in the chosen seat at the head of the festal board. The memorable McKinley banquet was held amid towering evergreen shrubbery and elaborate decorations with strains of enchanting music.

It goes without saying that the active and progressive element on the grain floor propose taking the lead in the plan to have President Wilson become acquainted at as early a date as possible, with the true needs of this typical American city. Former President Taft made frequent brief sojourns here and became quite familiar with the business and trade wants in this vicinity.

\* \* \*

The Grain Committee of the Commercial Exchange reported adversely upon the proposition placed before them to establish an additional export corn grade not quite so rigid as the one in the present grain rules, under which all foreign contracts are based. The effective rule now provides that "Natural No. 2 corn shall not contain at time of shipment between March 1 and July 1 in any year, more than 16 per cent of moisture," and that "artificially dried No. 2 corn shall not at time of



shipment during any period of the year, contain more than 16 per cent of moisture. Certificates of moisture shall be issued by the Chief Grain Inspector of the Commercial Exchange at the time of shipment." The purpose of a new moisture test grade of 18 per cent or even greater, it was claimed, was to meet the wants of foreign buyers who were willing to take chances on such grain. There is some talk of bringing up the matter again in a month or so, but the feeling on the grain floor seems to be that the whole subject has been put in camphor for the season, and thus the high standard of corn grade certificates agreed to with the Liverpool and London Corn Associations will be kept up to the strict letter of the contract which is giving this port a great reputation in foreign lands.

\* \* \*

Numerous inquiries are being received in relation to the first Corn Contest in which \$1,250 is to be distributed in prizes for the best corn grown during the year in Pennsylvania, New Jersey, Delaware and Maryland, by the Corn Exchange National Bank of Philadelphia. An exhibit and demonstration will be made at the Commercial Exchange, Philadelphia Bourse on December 4, 5, 6.

\* \* \*

The four-story brick grain, hay and flour warehouse of George Egolf & Co., located at Broad and Huntingdon Streets, which was destroyed by fire, entailed a loss of \$100,000 fully covered by insurance. The origin of the conflagration was believed to be caused by the sparks from a shifting locomotive, which was placing several freight cars on the warehouse siding.

\* \* \*

B. Frank Eby, prominent in the grain and feed business at Lancaster, Pa., and a member of the Commercial Exchange, has been quite ill at his home, following a serious surgical operation. He has been a frequent visitor on 'Change.

\* \* \*

Frank Evans Marshall, Secretary and Treasurer of the North American Grain Export Association, reports great progress in membership, and is negotiating with the foreign trade associations to have the time payment clause at present in force on all export contracts for grain, materially shortened so as to meet the prompt business methods of the present day.

\* \* \*

Frank L. Neall, for years associated with the firm of Peter Wright & Son, ship brokers, and recently acting as Superintendent of Highways of the city, has again become a member of the Commercial Exchange, and is establishing a Traffic Bureau in the Bourse. He is a noted statistician.

\* \* \*

The Commercial Exchange which by far is the most influential and best financed trade organization in the city, has decided not to go into the much talked of combination of trade bodies and business associations throughout Philadelphia. The Chamber of Commerce will probably be absorbed by the Board of Trade. The former organization for many years was known as the Trades League and recently secured the title "Chamber of Commerce" by purchase from the Commercial Exchange which held the legal charter right to the name. The Chamber of Commerce is said to have a membership of 2,000, many of whom belong to the Board of Trade.

\* \* \*

Captain Charles Comly Norris, in former years well known among the flour trade of the city through his business connections here, has just returned from an extensive European trip and paid his friends about the Bourse a welcome call. He was a brave soldier during the days of the Civil War.

\* \* \*

Preparations are now being made to begin the concrete work on the big modern million bushel grain elevator at Girard Point, the foundation piling having been completed. The cost of the entire plant, with the drying and cleaning apparatus will approximate \$1,000,000, and will be ready for occupancy by the close of the year.

\* \* \*

Captain William E. Cheeseman, now approaching his 82nd birthday, which occurs on March 22,

dropped into the Bourse Building on Inauguration Day to let his friends know he was still "on the job." He was the official weighmaster of the Commercial Exchange for years, and weighed the first carload of grain that passed into the old Washington Street elevator.

## RECEIPTS AND SHIPMENTS

Following are the receipts and shipments of grain, grain products, hay and seed at the leading receiving and shipping points in the United States for the month of January, 1913:

**BALTIMORE.**—Reported by Jas. B. Hessong, Secretary of the Chamber of Commerce.

Receipts		Shipments	
Articles.	1913.	1912.	1913.
Wheat, bu....	462,839	130,471	735,127
Corn, bu....	7,324,074	3,984,544	6,792,154
Oats, bu....	612,585	188,404	809,982
Barley, bu....	412	—	—
Rye, bu....	80,048	26,907	34,286
Tim. seed, bu....	6,085	—	2,539
Clover s'd, bu....	1,150	1,669	1,283
Hay, tons....	6,186	6,511	812
Flour, bbls....	166,586	154,712	152,184

**CHICAGO.**—Reported by J. C. F. Merrill, Secretary of the Board of Trade.

Receipts		Shipments	
Articles.	1913.	1912.	1913.
Wheat, bu....	2,652,000	1,359,200	1,903,000
Corn, bu....	21,454,000	15,294,650	14,430,000
Oats, bu....	9,063,000	7,063,500	6,565,000
Barley, bu....	3,398,000	1,593,500	1,565,000
Rye, bu....	230,000	212,000	161,000
Tim. seed, lbs....	3,019,000	878,000	3,152,000
Clover s'd, lbs....	545,000	336,600	835,000
O. G. s'ds, lbs....	1,036,000	1,065,100	1,833,000
Flaxseed, bu....	238,000	103,900	17,000
Broomcorn, lbs....	2,399,000	554,200	1,205,000
Hay, tons....	28,252	36,002	2,436
Flour, bbls....	669,000	631,774	400,000

**CINCINNATI.**—Reported by W. C. Culkins, Superintendent of the Chamber of Commerce.

Receipts		Shipments	
Articles.	1913.	1912.	1913.
Wheat, bu....	125,254	217,012	132,747
Corn, bu....	970,562	1,332,738	155,608
Oats, bu....	863,978	517,206	738,652
Barley, bu....	105,148	23,300	29,659
Rye, bu....	78,215	37,780	37,868
Tim. seed, 100-lb. bags....	1,061	697	4,474
Clover seed, 100-lb. bags....	8,380	9,331	7,583
Other gr's s'd, 100-lb. bags....	16,524	12,782	16,126
Flaxseed, 100-lb. bags....	112	31	11
Broomcorn, lbs....	162,246	26,172	88,151
Hay, tons....	19,410	16,094	13,861
Flour, bbls....	126,101	117,538	71,093

**DETROIT.**—Reported by M. S. Donovan, Secretary of the Board of Trade.

Receipts		Shipments	
Articles.	1913.	1912.	1913.
Wheat, bu....	19,000	298,422	28,260
Corn, bu....	334,800	406,556	231,600
Oats, bu....	271,500	245,933	23,250
Barley, bu....	—	44,052	—
Rye, bu....	5,000	10,435	23,200
Flour, bbls....	27,800	27,235	32,000

**DULUTH.**—Reported by Chas. F. MacDonald, Secretary of the Board of Trade.

Receipts		Shipments	
Articles.	1913.	1912.	1913.
Wheat, bu....	3,382,779	6,758,281	183,351
Corn, bu....	19,903	—	1,886
Oats, bu....	389,050	990,061	66,717
Barley, bu....	408,480	40,577	172,654
Rye, bu....	23,082	21,885	43,634
Flaxseed, bu....	1,132,219	342,882	81,826
Flour, bbls....	—	61,020	54,730

**GALVESTON.**—Reported by John H. Upschulte, Chief Inspector of the Cotton Exchange and Board of Trade.

Receipts		Shipments	
Articles.	1913.	1912.	1913.
Wheat, bu....	861,000	171,000	600,000
Corn, bu....	26,000	33,000	—
Kaffir corn....	167,000	2,000	25,711
Rye, bu....	5,000	—	—
Flour, bbls....	—	—	32,900

**INDIANAPOLIS.**—Reported by Wm. H. Howard, Secretary of the Board of Trade.

Receipts		Shipments	
Articles.	1913.	1912.	1913.
Wheat, bu....	59,800	53,800	28,800
Corn, bu....	1,920,000	1,688,400	393,600
Oats, bu....	499,500	219,000	214,500
Rye, bu....	2,000	2,000	55,500
Hay, cars....	83	175	—
Flour, bbls....	—	—	37,000

**KANSAS CITY.**—Reported by E. D. Bigelow, Secretary of the Board of Trade.

Receipts		Shipments	
Articles.	1913.	1912.	1913.
Wheat, bu....	1,950,000	1,660,800	1,766,400
Corn, bu....	1,674,250	4,623,750	1,915,943
Oats, bu....	697,000	714,000	807,329
Barley, bu....	11,200	16,800	5,600
Rye, bu....	18,700	5,500	6,600
Kaffir corn, bu....	333,300	405,200	299,000
Bran, tons....	900	660	6,400
Hay, tons....	22,308	35,532	9,768
Flour, bbls....	15,000	14,000	112,250

**MILWAUKEE.**—Reported by H. S. Plumb, Secretary of the Chamber of Commerce.

Receipts		Shipments	
Articles.	1913.	1912.	1913.
Wheat, bu....	618,700	612,850	310,121
Corn, bu....	1,674,420	1,785,120	1,015,943
Oats, bu....	1,032,200	1,012,200	807,329
Barley, bu....	2,294,200	1,224,600	724,781
Rye, bu....	284,800	238,700	259,516
Tim. seed, lbs....	360,780	728,320	180,000
Clover s'd, lbs....	114,210	828,095	815,860
Flaxseed, bu....	111,600	72,000	1,200
Hay, tons....	3,168	4,388	408
Flour, bbls....	104,340	156,800	133,957

**MINNEAPOLIS.**—Reported by H. W. Moore, Statistician of the Chamber of Commerce.

Receipts		Shipments	
Articles.	1913.	1912.	1913.
Wheat, bu....	8,346,960	7,522,440	2,404,600
Corn, bu....	690,430	1,063,880	637,220
Oats, bu....	1,282,670	1,452,330	1,242,520
Barley, bu....	2,281,620	1,070,930	3,102,700
Rye, bu....	339,410	100,790	247,980
Flaxseed, bu....	1,246,480	459,300	199,000
Hay, tons....	3,470	9,270	440
Flour, bbls....	72,525	33,609	1,286,368

**MONTREAL.**—Reported by Geo. Hadrill, Secretary of the Board of Trade.

Receipts		Shipments	
Articles.	1913.	1912.	1913.
Wheat, bu....	283,884	124,100	324,173
Corn, bu....	1,600	7,979	13,625
Oats, bu....	106,810	98,677	102,413
Barley, bu....	2,115	60,134	1,100
Flaxseed, bu....	7,821	27,461	10,011
Flour, sacks....	23,712	86,324	8,219

**NEW YORK.**—Reported by H. Heinzer, Statistician of the Produce Exchange.

Receipts		Shipments	
Articles.	1913.	1912.	1913.
Wheat, bu....	2,119,200	—	2,093,181
Corn, bu....	997,875	—	1,199,814
Oats, bu....	1,133,075	—	280,784
Barley, bu....	557,175	—	217,519
Rye, bu....	81,650	—	109,216
Tim. seed, bags....	—	—	3,385
Clover s'd, bgs....	2,303	—	7,831
Flaxseed, bu....	325,000	—	19,500
Hay, tons....	19,615	—	11,311
Flour, bbls....	639,592	—	318,923

**OMAHA.**—Reported by F. P. Manchester, Secretary of the Omaha Grain Exchange.

Receipts		Shipments	
Articles.	1913.	1912.	1913.
Wheat, bu....	1,558,800	818,400	1,401,600
Corn, bu....	2,326,800	3,615,600	1,871,100
Oats, bu....	1,582,700	2,258,000	1,179,000
Barley, bu....	60,200	224,000	5,000
Rye, bu....	22,000	2,200	11,000

**PEORIA.**—Reported by John R. Lofgren, Secretary of the Board of Trade.

Receipts		Shipments	
Articles.	1913.	1912.	1913.
Wheat, bu....	174,000	71,000	196,100
Corn, bu....	2,852,779	2,496,383	2,238,905
Oats, bu....	892,320	530,875	1,075,176
Barley, bu....	404,262	196,800	277,478
Rye, bu....	69,000	29,970	42,000
Millfeed, tons....	7,405	6,492	7,968
Seeds, lbs....	420,000	210,000	120,000
Broomcorn, lbs....	165,000	30,000	210,000
Hay, tons....	3,880	3,111	1,173
Flour, bbls....	204,100	187,000	209,261

**PHILADELPHIA.**—Reported by Frank E. Marshall, Secretary of the Commercial Exchange.

Receipts		Shipments	
Articles.	1913.	1912.	1913.
Wheat, bu....	430,719	346,932	855,215
Corn, bu....	604,646	585,289	598,404
Oats, bu....	768,433	592,156	592,156
Barley, bu....	55,515	1,000	—
Rye, bu....	10,400	—	—
Tim. seed, bags....	906	—	—
Flaxseed, bu....	—	52,000	—
Hay, tons....	6,466	7,126	—
Flour, bbls....	210,796	187,422	183,787

**ST. LOUIS.**—Reported by Eugene Smith, Secretary of the Merchants' Exchange.

Receipts		Shipments	
Articles.	1913.	1912.	1913.
Wheat, bu....	2,905,200	951,600	2,260,980
Corn, bu....	3,306,000	3,408,000	1,805,930
Oats, bu....	2,058,700	1,608,200	1,375,150
Barley, bu....	216,000	14,400	—
Rye, bu....	13,200	3,300	20,430
Hay, tons....	25,790	26,745	12,605
Flour, bbls....	238,850	251,460	281,710

**SAN FRANCISCO.**—Reported by Wm. B. Downes, Statistician of the Chamber of Commerce.

Receipts		Shipments	
Articles.	1913.	1912.	1913.
Wheat, lbs....	31,950,500	—	7,000
Corn, lbs....	1,365,400	—	20,000
Oats, lb....	2,849,000	—	5,000
Barley, lb....	18,731,900	—	16,419,600
Rye, lbs....	160,000	—	—
Hay, tons....	9,829	—	1,146
Flour, bbls....	120,729	—	31,091

**TOLEDO.**—Reported by Archibald Gassaway, Secretary of the Produce Exchange.

Receipts		Shipments	
Articles.	1913.	1912.	1913.
Wheat, bu....	83,000	291,000	154,400
Corn, bu....	563,200	483,500	183,100
Oats, bu....	318,400	238,500	226,700
Barley, bu....	2,000	—	—
Rye, bu....	2,000	2,000	1,200
Tim. s'd, bags....	2,454	110	3,888</



# TRADE NOTES

The Rumsey Car Door Co. is making plans for the erection of a factory at a point near Chicago, Ill.

The Orr Brothers Supply Company has succeeded the Orr-Newell Company of Cedar Rapids, Iowa.

The Huntley Manufacturing Company, Silver Creek, N. Y., write that business has started in exceptionally well this year.

The Wood & Turner Co. has been organized at Louisville, Ky., with capital stock of \$2,000, to manufacture grain handling and milling machinery.

The Imperial Belting Company of Chicago, Ill., manufacturers of Rexall Double Stitched Belting, will move their offices very soon from the present location on Kinzie Street to their new factory at Lincoln and Kinzie Streets.

The Burrell Engineering & Construction Co. of Chicago, Ill., are making arrangements to open an office in the Iowa Loan & Trust Building, Des Moines, Iowa, with F. C. Burrell in charge, for the greater convenience in handling their western grain elevator construction business.

Geo. J. Noth, western manager of Sprout, Waldron & Co., of Muncy, Pa., has moved his offices from the former location in the Monadnock Building, Chicago, to the new Terminal Building at 9 South Clinton street. He will have more space here and better facilities for handling a constantly increasing business.

"A Wireless on Rubber Belting" is the title of a booklet recently issued by W. H. Salisbury & Company of Chicago, manufacturers of "R. F. & C." Solid Woven Rubber Belt. The company states that the booklet will show the way to absolute rubber belt satisfaction and invites all interested parties to send for a free copy.

On March 1 the majority of the stock of the Beall Improvements Co., of Decatur, Ill., was purchased by Porter J. Milliken, H. Clay Dempsey, Max H. Hurd and Frank H. Temple, officers of the Union Iron Works of Decatur. A company will be formed and incorporated under the former name, the Beall Improvements Co., and the business will be continued without other change, manufacturing and selling their well known lines of mill and elevator special machines.

The Craig Mixer, Limited, of Ottawa, Ontario, manufacturer and owner of the Craig Continuous Molasses Mixer, has opened a Chicago office in Rooms 263-264 Monadnock Building. The Chubbuck Sales & Equipment Company have charge of the office and are exclusive agents for the mixer in the United States. Mr. Chubbuck, the head of the Chubbuck Sales & Equipment Company, is an old feed salesman and thoroughly acquainted with the feed business in all its branches.

The National Automatic Scale Company has removed from Bloomington, Ill., the former location, and are now manufacturing their lines of automatic grain scales, bagging scales, etc., in a fireproof brick and steel constructed building at Halsted and 121st street, West Pullman, Chicago. The building is 125x75 feet, and on the Illinois Central and Chicago, West Pullman & Southern Railroad, which connects with all lines entering Chicago. The company has a number of large orders on their books for their automatic scale and have largely increased their force of workmen anticipating that the present good demand will show a large future growth.

How to conserve human energy is told in a very interesting way in a pamphlet just published by the Nutting Truck Company of Faribault, Minn., manufacturers of the Humphrey Employee's Elevator. To keep the vigor and vim in the workers of the plant it is necessary, say the manufacturers, to install a Humphrey Employee's Elevator. There are a number of illustrations of the elevator at work, shown

in the pamphlet, and a great many reasons given why it should be installed in every flour mill and elevator. There are also numerous testimonials from users, selected from some thirty-three states and Canada, giving the good opinions which these firms have for the elevator as an important and useful part of the plant's equipment.

The Ellis Drier Company of Chicago and Milwaukee, Wis., which is incorporated in Wisconsin for \$100,000, has been incorporated in Illinois with a capital stock of \$40,000. The incorporators were Wynn Ellis, Edward Andrew of Chicago and Otto R. Hansen of Milwaukee. The articles set forth the objects of the company to be the conducting of a general dryer and manufacturing business, also a grain, elevator and storage business.

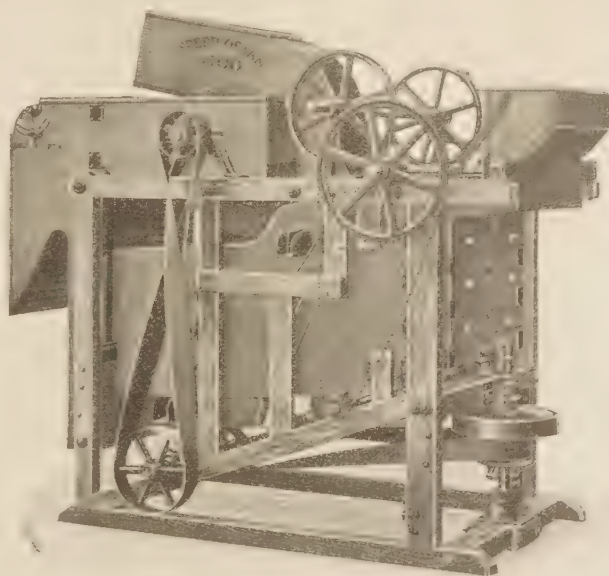
Very many of our readers are unfamiliar, without doubt, with the subject of metal insurance as promulgated by the Joseph Dixon Crucible Company of

## TURNING WASTE INTO PROFIT BY SEPARATING CRACKED CORN

To the well known line of corn handling machinery manufactured by the Union Iron Works of Decatur, Ill., there has recently been added a new machine which, it is declared, will prove invaluable to both elevator owners and millers. This machine, which is called the Western Gyrating Cracked Corn Separator, takes cracked corn as it comes from the grinder or rolls, cleans and grades it into three distinct sizes and removes at the same time the flour, meal, bran and corn hulls, putting them into separate compartments.

The operation of the Western Gyrating Cracked Corn Separator is simplicity itself. The cracked corn is first taken into a hopper fitted with an adjustable, automatic feeding device which regulates and controls the feed to the screens. The first screen acts merely as a scalper, and has perforations of a suitable size to remove all the corn not properly cracked. The latter can be returned to the grinder.

The second screen removes the first or coarse grade of cracked corn and delivers it to the rear of the machine. The stock passes through to the third screen, which makes a medium grade that is also delivered to the rear. A fine grade is removed from



THE WESTERN GYRATING CRACKED CORN SEPARATOR

Jersey City, N. J. This company says: "The live owners of property are adopting it throughout the country. If the rate for fire or life insurance is too low, you think twice before giving your risk to that company, as you doubt its ability to carry out its contracts under all conditions. If the rate is too high, you shun that company as an enemy of economy. A fair price for the best protection in a concern of reputation is your motto, and ours, in writing this homily. What are we driving at? Why, metal insurance by protective paint! Have a paint policy, Mr. Owner! Do not paint your structures spasmodically. Metal surfaces should be inspected regularly and a paint applied which will give the longest service, as you understand how it is possible to save in labor cost by infrequent repainting. Do not be deceived by the temporary allurements of a lower cost for paint of cheaper quality and resultant shorter service. A structure well painted is insured against decay and depreciation. Thus your property inventories higher and your profit and loss account stands you in more on the credit side. Never paint spasmodically; do not let your structure run down and then make a fruitless effort to bring it up to efficiency. This is a waste of money and hits you hardest at your weakest time. Use the best paint; make regular inspection; and paint with the paint that lasts longer: Dixon's Silica Graphite Paint. It is made in four colors—one quality only, and is equally suitable for metal or wood. It is the world's greatest endurance paint, and we can say no higher word for it than the leading railroads and manufacturing have adopted it, after exhaustive tests, as their maintenance paint."

the fourth screen. This is taken to the right-hand side. The flour and meal fall through to the bottom of the shoe and are delivered to the left of the machine. The bran and hulls are taken out by the air suction and delivered into the aspirating tips, while the dust is blown out by the fan.

By removing the regular screens and substituting special screens for them, it is claimed the very highest quality of aspirated cornmeal may be obtained, and the machine can be adjusted so that flour and meal will be blended in perfect proportions.

As its name indicates, the machine has a gyrating motion which is given to the shoe at one point, by a bearing of special design. The latter is fountain-oiling and self-adjusting. The rotary or gyrating motion of the shoe combines great capacity with perfect balance and absence of vibration.

The accompanying illustration shows quite clearly the simple but substantial construction and how thoroughly the machine is braced. The screens are made of steel wire cloth and are kept clean by brushes which travel automatically underneath them. They are arranged like drawers in a cabinet, and can easily be removed and put in place, pulling out from the end of the shoe.

Modern elevators are nearly all installing a complete line of corn shelling and cleaning machinery. This machine should not be overlooked by them any more than the desirability of building up a profitable business in cracked corn and by-products. The Union Iron Works at Decatur, Ill., will be glad to give full information regarding this machine, and demonstrate the great money-making possibilities there are in connection with its use.





## IOWA

D. J. Peters may erect an elevator at Cleves, Iowa. A farmers' elevator company may organize at Titonka, Iowa.

A Minneapolis company will build an elevator at Pomeroy, Iowa.

S. Espelund and C. Ramsey will build an elevator at Meltonville, Iowa.

The McCall Lumber Company will erect an elevator at Perry, Iowa.

The Farmers' Elevator Company, Hospers, Iowa, has installed electric power.

Yost & Morley, of Libertyville, Iowa, will erect an elevator at Stockport, Iowa.

The farmers around Wilke, Iowa, may organize for the erection of an elevator.

A. H. Mann will install new spouts and a cleaner in his elevator at Minden, Iowa.

K. S. Meyers has taken over the elevator of the late M. S. Dewey at Milford, Iowa.

F. C. Warneke has succeeded E. F. Warneke & Son, grain dealers at Maynard, Iowa.

The farmers around Wilton Junction, Iowa, are considering the erection of an elevator.

The J. R. Reeve Company has purchased the elevator of A. P. Hanson at Hampton, Iowa.

A 15,000-bushel addition has been constructed to the Farmers' Elevator at Eldridge, Iowa.

J. A. Frerich now owns the elevator at Dike, Iowa, formerly operated by N. R. Bagley.

It is reported that a Mr. Fiala of Lisbon, Iowa, will erect an elevator at Bertram, Iowa.

The Farmers' Elevator Company has an elevator under construction at Farnhamville, Iowa.

Lewis L. Latham has purchased an interest in the J. & R. Grain Company at Kanawha, Iowa.

The farmers in the vicinity of Blairsburg, Iowa, have organized for the erection of an elevator.

The Farmers' Exchange Company, Charles City, Iowa, has installed an automatic scale in its elevator.

F. H. Ploog & Company have been succeeded in the grain business at Berlin, Iowa, by Lorenz & Ploog.

The Farmers' Grain Association, Carney, Iowa, will build an annex to its elevator for feed and flour.

Farmers in the vicinity of Washburn, Iowa, have purchased the elevator formerly owned by O'Connor Bros.

A farmers' elevator company has been organized at Latimer, Iowa, and an elevator will be purchased.

A farmers' co-operative company is being organized at Orchard, Iowa, and an elevator will be erected.

The Farmers' Lumber and Coal Company, of Schleswig, Iowa, is planning the erection of an elevator.

The Iowa Grain Company, successor of O'Neal & Grady, is building a 15,000-bushel elevator at Watkins, Iowa.

The Farmers' Elevator Company of Industry, Iowa, will either remodel its elevator this spring or erect a new house.

The Dike Elevator at Grundy Center, Iowa, has been sold to J. A. Frerichs, of Holland, Iowa, who took possession on March 1.

B. M. Huntley & Company, Moingona, Iowa, have purchased the grain warehouse, crib and scales of the B. A. Lockwood Grain Company.

The Farmers' Elevator Company has been organized at State Center, Iowa. Jax Nauke has been elected president and F. C. Brown is secretary.

The Farmers' Grain Company, Olds, Iowa, has awarded a contract to the Burrell Engineering and Construction Company for the construction of a 25,000-bushel elevator and work will begin about April 1.

The directors of the Jewell Farmers' Elevator Company, Jewell, Iowa, have awarded the contract for the construction of a 25,000-bushel elevator, replacing its former 10,000-bushel house, to be completed June 1. The company has one 25,000 bushel

elevator at Jewell, which will be run in connection with the new house.

E. G. Dunn of Mason City, Iowa, has effected the organization of a farmers' co-operative elevator company at Nora Springs, Iowa, which is capitalized at \$10,000.

The Farmers' Grain Company, Colo, Iowa, has increased its capital stock to \$15,000, and will conduct a lumber business in addition to its grain trade.

Hon. E. G. Dunn of Mason City, Iowa, addressed a meeting of farmers at Grand Junction, Iowa, recently, relative to the formation of a farmer's elevator company.

The Farmers' Elevator Company, Salix, Iowa, has increased the capacity of its house 10,000 bushels, and installed a Barnard & Leas Grain Cleaner and a Western Corn Cleaner.

A new farmers' organization is being formed at La Porte City, Iowa, which will probably take the name of the Producers' Elevator Company. The capitalization will approximate \$12,000 and it is planned to construct a house of about 20,000 bushels' capacity. Jesse O. Kober has been appointed secretary of the new company.

The Farmers' Co-operative Exchange of La Porte City, Iowa, has decided to increase its grain handling capacity by the erection of a new elevator. The house will be of concrete construction with a capacity of 20,000 bushels. The office building and engine room will be of brick and the plant will represent a total expenditure of \$6,000.

H. D. McCord and associates in the Merchants' Elevator Company have purchased the terminal elevator properties at Davenport, Iowa, and several country elevators, formerly owned by the Rothschild Grain Company, and have organized the Interior Grain Company, capitalized at \$100,000. The Davenport office will be opened on March 20, in charge of W. H. Holliday and R. S. Jones.

## ILLINOIS

L. B. Saffer has closed his elevator at Sidney, Ill. A. D. Stanford, Malta, Ill., is thinking of remodeling his elevator.

M. Leish, of Troxel, Ill., has sold his elevator, coal business and residence.

The Central Illinois Grain Company will build an elevator at New Berlin, Ill.

Walter and Roy Ross have purchased the elevator of E. B. Conover at Philadelphia, Ill.

A farmers' elevator company has been organized at Alexander, Ill., capitalized at \$10,000.

Practically all of the stock for the building of an elevator at White Heath, Ill., has been subscribed.

The new Williams Elevator at Colmar, Ill., has been completed. It has a capacity of 14,000 bushels.

G. Ives & Sons have remodeled their elevator at New Boston, Ill., and a separator has been installed.

Nelson and Frazier, of Somonauk, Ill., have purchased the elevator of John Glidden at Maple Park, Ill.

The Farmers' Elevator Company has completed the construction of its new 20,000-bushel elevator at Fairview, Ill.

The farmers around Jacksonville, Ill., have been promoting interest in the erection of an elevator at that place.

The farmers around Lee's Crossing, three miles south of Union, Ill., are contemplating the erection of an elevator.

Ralph Allen recently purchased the interest of his partner, Ross Overly, in the grain and coal business at Lyndon, Ill.

Samuel Carlisle has purchased the elevator at Burnside, Ill., formerly operated by the Missouri Commission Company.

J. F. Duvall of Maroa, Ill., has sold his elevator business to A. J. Francis of Morton, Ill., who took possession on March 1.

Preliminary steps have been taken at Baker (R. F. D. from Leland), Ill., for the organization of a farmers' elevator company.

The Montgomery Company has been incorporated at Moline, Ill., with a capital stock of \$50,000. The incorporators are Alexander E. Montgomery, Walter

C. Grant and Joseph F. Green. Its new house was completed the first of the year.

J. H. Patterson has purchased the elevator at Roscoe, Ill., which was formerly owned by Hutchins & Whiting, and will take possession in May.

The Sweetwater Farmers' Elevator Company, recently incorporated at Sweetwater, Ill., will build an elevator on the new branch of the Chicago & Northwestern Railroad.

The Farmers' Grain & Supply Company has been incorporated at Warsaw, Ill., with a capital stock of \$15,000. The incorporators are J. L. Dougherty, R. C. Kerr and J. L. Hodges.

J. M. Greene & Son, Wapella, Ill., have succeeded J. M. Greene & Co. The company's present grain office will be torn down and a new 30,000-bushel elevator will be erected on the site.

The McNabb Grain Company has been incorporated at McNabb, Ill., with a capital stock of \$8,000. The incorporators are Conrad Kessler, Will C. Does, Fred W. Kuhne, W. L. Mills and L. S. Griffith.

Christian Feiker has taken over the elevator at Carlinville, Ill., formerly owned by C. R. Aden & Company. Mr. Feiker has been engaged in the grain business at Decatur, Ill., for a number of years.

A. N. Hilton of Symmerton, Ill., recently sold his elevator to E. W. Ponting, who owns and operates a number of elevators throughout central Illinois. Mr. Hilton conducts a grain, coal and seed business and will retain possession until May 1.

## MINNESOTA AND WISCONSIN

A farmers' elevator company may be organized at Clark's Grove, Minn.

R. Fischer has purchased the elevator business of C. Steinkopf at Buffalo Lake, Minn.

P. A. Risberg has been promoting interest in the erection of an elevator at Holt, Minn.

An elevator is under consideration for Houston, Minn., for the farmers in that vicinity.

The house of the Northwestern Elevator Company at Rothsay, Minn., has been closed.

The Atlantic Elevator Company, Annandale, Minn., has sold its elevator to M. Wenzel.

The Northwestern Elevator at Johnson, Minn., has been remodeled and the capacity increased.

A farmers' co-operative elevator will be erected at Theilman, Minn., with a capacity of 15,000 bushels.

F. Maegerlein and George Geier have purchased an interest in the Sauk City Elevator at Sauk City, Wis.

The Diamond Cereal Mill and Elevator of E. S. Woodworth & Co., at Minneapolis, Minn., has been closed.

R. M. Stuntebeck has taken over the interests of N. A. Breuer and Paul Hamkin in the elevator at Bluffton, Minn.

The farmers in the vicinity of Franklin, Minn., are planning the organization of a farmers' elevator company.

The Right Relationship League of Sanborn, Minn., will operate an elevator which will be built by the farmers of that vicinity.

The farmers around Buffalo Lake, Minn., will either buy or build an elevator. Mr. Raleigh of the Society of Equity is interested in the movement.

John Perry, trustee, has sold the grain warehouse at Sister Bay, Wis., formerly owned by the Equity Elevator Company, to a company of farmers for \$800.

The Milwaukee Elevator Company is considering the erection of an elevator at Ashippun (R. F. D. from Oconomowoc), Wis., having a capacity of 10,000 bushels.

The Kriwanek Bros. Co., Denmark, Wis., will erect a 20,000-bushel elevator to replace the house burned on February 12, but for the present a warehouse will be constructed.

O. Tessum has acquired the controlling interest in the Tessum-Temanson Elevator Company at Thief River Falls, Minn., and the business will be continued as the Tessum Grain Company.

The Donahue-Stratton Company of Milwaukee, Wis., has leased Elevator "A," owned by the Chicago, Milwaukee & St. Paul Railroad. A new grain drier and other machinery will be installed. The



house has a capacity of 1,000,000 bushels, and possession will be given about April 1.

The Frank B. Hoag Grain Company of Waukesha, Wis., is planning the erection of a warehouse near its elevator, to occupy a space 30x40 feet in size. Work will begin as soon as weather conditions permit.

A farmers' elevator company at Halma, Minn., will build a 20,000-bushel elevator this spring. The officers of the company are: H. O. Skatrud, president; R. G. Tweeton, treasurer and B. M. Bothum, secretary.

A farmers' elevator company will be organized at Frost, Minn., with a capital stock of \$10,000. The officers are as follows: President, Hans Monson; vice-president, I. E. Amundsen; secretary, E. O. Dybevik, and treasurer, Absalon Erdahl.

The Amiret Farmers' Elevator Company has been incorporated at Amiret, Minn., with a capital stock of \$20,000. The officers elected are: Robert A. Struthers, president; Ed Van Moer, vice-president; F. P. Ford, secretary, and Chas. Ford, treasurer.

The Farmers' Co-operative Association has been incorporated at Brookpark, Minn., with a capital stock of \$10,000. The officers are: Frank H. Hull, president; N. F. Alderman, vice-president; J. H. Holland, secretary; Earl C. Otis, corresponding secretary, and Chas. G. Mosher, treasurer.

## THE DAKOTAS

August Koesel has sold his elevator at Mott, N. D. Henry Dunker will erect a 10,000-bushel elevator at Stratford, S. D.

The Gruber Elevator at Rolette, N. D., has been closed for the season.

The Minneapolis & Northern Elevator at Cando, N. D., has been closed.

Farmers in the vicinity of Crystal Springs, N. D., expect to build an elevator.

A farmers' elevator company is being formed at Dahlen, near Fordville, N. D.

David Coutts has purchased the Larson & Ellertson Elevator at Burt, N. D.

The farmers in the vicinity of Milnor, N. D., are planning to erect an elevator.

The Farmers' Elevator Company of Great Bend, N. D., will remodel its house.

The Farmers' Co-operative Elevator Company has been organized at Tulare, S. D.

The old elevator of A. F. Dietz & Son at New Salem, N. D., has been torn down.

C. Rempfer has disposed of his grain interests at Parkston, S. D., to A. Mehlhoff.

A farmers' elevator company is being organized in the neighborhood of Halliday, N. D.

D. McKinnon has sold his elevator at Junius, S. D., to W. I. Tompson of Madison, S. D.

Barger & Leeman have purchased the elevator at Temvik, N. D., formerly owned by C. J. Beiber.

A. D. S. Johnston has bought the two elevators of the Johnston Elevator Company at Marion, N. D.

The Farmers' Elevator Company, Adams, N. D., capitalized at \$50,000, has purchased an elevator.

The Duluth Elevator Company has completed a new warehouse for flour and feed at Grafton, N. D.

The Farmers' Elevator Company at Edinburg, N. D., will abandon its old house and a new elevator will be erected.

P. J. Morrison has sold his elevator at Springfield, S. D., to J. C. Pigsley, former manager of the Farmers' Elevator Company.

George P. Sexauer & Son are building a 28,000-bushel elevator on the site of the old Hewitt Elevator at Arlington, S. D.

A new elevator has been completed at Anamoose, N. D., by the Farmers' Elevator Company to replace the one that burned recently.

S. H. Taylor and others are endeavoring to organize a farmers' elevator company at Roseville (R. F. D. from Portland), N. D.

The Farmers' Elevator Company, Hartford, N. D., has been re-organized and on March 1 began business as the Co-operative Farmers' Elevator Company.

The Farmers' Elevator Company has been incorporated at Dore, N. D., with a capital stock of \$7,000. The incorporators are Joseph P. Stubbs, A. W. Mann and A. H. Swenson.

The stockholders of the Farmers' Elevator Company at Ethan, S. D., have decided to enlarge their elevator facilities and a house at Ethan will be purchased or a new elevator will be erected.

George C. Christian, of Minneapolis, Minn., owner of the flour mill at Redfield, S. D., contemplates the construction of a steel elevator at Redfield, with a capacity of 80,000 bushels or more. A warehouse will also be erected.

It is reported that the Berthold Farmers' Elevator Company at Berthold, N. D., will dismantle its house and build an elevator of larger capacity this spring. It is also the intention to erect a coal shed

and a feed mill to be operated in connection with the elevator.

J. J. Decker will continue the grain business of Decker & Ostendorff at Fort Pierre, S. D., Mr. Ostendorff having retired from the business.

The elevators of the Crawford Grain Company at Letcher, S. D., and at Cuthbert, S. D., have been purchased by the Farmers' Elevator Company.

The Equity Elevator Company has been incorporated at Tappen, N. D., with a capital stock of \$20,000. The incorporators are Joseph Stoullil, Tunnison Berry and Aggie Tishler.

The Imperial Elevator at Hatton, N. D., has been purchased by Isaac Hegge, who will take possession during this spring. Mr. Hegge has, for several years, been buying grain for the St. Anthony Elevator Company at Hatton.

The Putney Farmers' Elevator Company has been incorporated at Putney, S. D., with a capital stock of \$10,000. Chris Jensen, C. A. Dickerson, Ed. Etauffenberg, of Putney, and W. J. A. Schoppe and M. J. Pfeifer of Groton, S. D., are the incorporators.

A farmers' elevator and exchange has been established at Java, S. D., with a capital stock of \$25,000. The officers are: A. R. Gordon, president; Ernest Noteboom, vice-president; A. E. Borg, secretary-treasurer; Fred Biebee and G. W. Ryan, directors.

## WESTERN

An elevator may be erected at Wray, Colo.

It is reported that an elevator may be constructed at Akron, Colo.

It is probable than an elevator will be erected at Haxtum, Colo.

The farmers in the vicinity of Albion, Wash., will erect an elevator.

The Farmers' Elevator Company has been organized at Sidney, Mont.

C. E. Betts of Rodondo, Wash., will build a warehouse soon to handle his hay and grain business.

The Farmers' Union of Grangeville, Idaho, is contemplating the advisability of building an elevator.

The farmers around Oakesdale, Wash., may take over the house of the Pacific Coast Elevator Company.

It is reported that Thos. E. Fleming of Lewistown, Mont., will build an elevator at Grassrange, Mont.

The Farmers' Elevator and Milling Company has been incorporated at Burns, Wyo., with a capital stock of \$10,000.

An elevator will be erected at Molt, Mont., a new town on the new railroad running west from Acton, in Yellowstone County.

The J. K. Mullen Elevator Company, of Denver, Colo., will soon begin work on its new elevator and flour mill at Sterling, Colo.

The Farmers' Union of Lacrosse, Wash., is considering the erection of an elevator having a capacity of 25,000 or 35,000 bushels.

The farmers near Whelan, a station six miles north of Pullman, Wash., have appropriated \$4,000 for the erection of an elevator.

The Corlew Milling and Elevator Company of Snowville, Utah, will erect a mill, elevator and electric plant. Thomas Roe is secretary.

William Schluter and G. A. Cockerton have awarded the contract for the erection of a grain warehouse, 110x125 feet in size, at San Francisco, Cal.

F. W. Korsmeir has purchased the general store of the Farmers' Union Grain and Supply Company at Latah, Wash., the deal involving a consideration of \$20,000.

The Commercial Club of Deer Lodge, Mont., has plans under consideration for the erection of an elevator and feed mill at a probable cost of \$8,000 or \$10,000.

At a meeting of the Farmers' Union at Tekoa, Wash., on February 22, it was unanimously decided to build an elevator having a capacity of not less than 50,000 bushels.

The Farmers' Educational and Co-operative Union held a meeting at Pullman, Wash., on February 26, and voted to erect elevators at Pullman, Chambers, Kitzmiller and Armstrong, Wash.

The Farmers' Educational and Co-operative Union of Thornton, Wash., held an open meeting on March 1, the object of which was to arouse interest in the building of elevators at Thornton and at Cashup, Wash.

The W. P. Reser Company has been incorporated at Walla Walla, Wash., with a capital stock of \$650,000, to sell grain, live stock, implements, etc. The trustees are W. P. Reser, Malina Reser, Clara Cor-diner, Annie Drumheller and Phillip Reser.

The Washington Grain and Feed Company, and the Falls City Mill and Feed Company have formed a merger at Spokane, Wash., Justus K. Smith, former president of the former company, has retired from the business. The new firm will conduct its business under the name of the Falls City Mill and

Feed Company. A. B. Johnston is president, and associated with him are B. A. Smith and Bert Hathaway.

Anderson & Berven, feed dealers at Roundup, Mont., have taken over the elevator at that place and will engage in business as the Roundup Elevator Company. The officers are: President, A. I. Anderson; vice-president, I. F. Anderson, and secretary-treasurer, P. T. Berven.

E. E. Eager, general manager of the Whetstone Turner Warehouse Company, Dayton, Wash., has announced that his company will soon erect elevators at Turner, Whetstone, Newbill Siding and Dayton, Wash., with a capacity of 500,000 bushels of grain. If electric power is available motors will be installed for the operation of the houses.

## OHIO, INDIANA AND MICHIGAN

Mont Creasy has sold his interest in the elevator at New Ross, Ind.

The farmers in the vicinity of Unionville, Mich., are considering the erection of an elevator.

The house of the Riverdale Elevator Company, Riverdale, Mich., was burglarized recently.

The farmers around St. Louis, Mich., are planning to organize a co-operative elevator association.

The Farmers' Grain Company, at Sandusky, Mich., has changed its name to the Hub Grain Company.

The Farmers' Grain Company of Defiance, Ohio, is planning to install motors to replace steam power.

A farmers' elevator at Grand Ledge, Mich., is the plan of the Eaton County Federation of Gleaners.

The Woodbury-Elliott Grain Company of Ohio, has filed a notice of dissolution at Indianapolis, Ind.

Farmers in the vicinity of Ligonier, Ind., are contemplating the erection of a grain warehouse or elevator.

The Sears Elevator Company has engaged in business at Evart, Mich., with an authorized capital of \$7,500.

George M. Malsbary and Albert Cox, of Darlington, Ind., have purchased the Darlington Grain Company for \$21,500.

Paul Van Leunen & Co., grain dealers, will construct a concrete elevator at Cincinnati, Ohio, having a capacity of 30 cars.

The grain warehouse under construction for Kraus & Apfelbaum at Fort Wayne, Ind., will be completed about June 1.

Joseph Melhorn and Rufo Melhorn have purchased the Main Street elevator at DeGraff, Ohio, formerly owned by Frank Felger.

Leopold & Allen have purchased the elevator at Hume, Ohio, of William Boogher, and they will construct a new elevator this spring.

The Gladwin County Federation of Gleaners recently held a meeting at Gladwin, Mich., to discuss the proposition of a farmers' elevator.

M. E. Hindman of Newberry, Ind., has ordered his complete wheat and corn elevator equipment from the Nordyke & Marmon Company, Indianapolis, Ind.

Two elevators at Capac, Mich., which were involved in the failure of the Capac Bank, were taken over by the Security Trust Company of Detroit, Mich., receivers.

The Kennard Elevator Company has been incorporated at Kennard, Ind., with a capital stock of \$22,000. The incorporators are B. F. O'Neal, W. Spowl and U. Unger.

The elevator at Fenton, Mich., formerly owned by the late Burdick Potter, was sold at auction recently. Mrs. A. C. Wright and Mrs. Allmindinger secured the house for \$4,000.

The Lewisville Elevator Company has been incorporated at Lewisville, Ind., with a capital stock of \$10,000. The incorporators are F. A. Bills, E. E. Worth and S. Riggle.

The Elmira Elevator Company at West Unity, Ohio, has been taken over by M. Yager of Grabill, Ind., and Jesse Rupp of Bucyrus, Ohio. Possession was given on March 1.

Steifel & Levy of Fort Wayne, Ind., have purchased the Burnett Elevator at Ossian, Ind., for \$4,100. The firm has been operating the house under a lease since last April.

Charles Elliott has taken over the elevator at Jackson Center, Ohio, formerly owned by Geo. L. Kraft & Co. Mr. Elliott will thoroughly repair the house before the coming harvest.

J. X. Wadsworth of the Wadsworth Feed Company, Warren, Ohio, has purchased the elevator at Cavett, Ohio, of F. D. Brandt. The new branch will be in charge of L. M. Wadsworth.

The Indianapolis Elevator Company of Indianapolis, Ind., has placed a contract with J. A. Horn of Frankfort, Ind., for the remodeling of its elevator "A" at Indianapolis. This work will be done at an estimated cost of \$20,000, and will be commenced at once. A new 350,000-bushel elevator is also con-



templated by the same company, the contract to be awarded this year.

S. M. Isbell & Company, grain dealers at Jackson, Mich., have increased their capital stock to \$150,000.

Earl Morgan has secured an interest in the elevator business of Davy & Company, at Sears, Mich.

Wagers & Dustman have taken over the elevator at Rockford, Ohio, formerly owned by McMillin & Hoghe. Mr. Dustman will take active charge of the house.

J. L. Whiteman, G. C. Whiteman and Wilbert Whiteman of Madison, Ind., have purchased the elevator at Hazelrigg, Ind., which will be operated by the first two named. The consideration was \$10,000.

The business of the elevator at Springport, Mich., has passed into the hands of a stock company, which will conduct the business on a larger scale. Arthur Anderson of Albion, Mich., will manage the house.

The Hoosier Brick, Tile and Grain Company has been incorporated at Moore (R. F. D. from Butler), Ind., with a capital stock of \$10,000. The directors are Martin E. Klingler, Harry C. Bruce and George P. Whan.

The Shawtown Grain Company has been incorporated at Shawtown, O., with a capital stock of \$10,000. The incorporators are B. B. Brumley, W. E. Moorhead, F. S. Robinson, B. J. Otto, and George B. Hulford.

The People's Mercantile and Elevator Company has been incorporated at Old Fort, Ohio, with a capital stock of \$15,000. The incorporators are Charles DeRan, C. J. Fry, Charles Flumerfelt, E. E. Loucks and G. W. Shannon.

The recently incorporated Mollett Grain Company at Frankfort, Ind., has taken possession of the elevators at Jefferson and at Fickle, Ind. The new company will handle grain at both elevators, but will discontinue the milling work.

The Liberty Center Grain and Stock Company, Liberty Center, Ohio, has taken over the Co-operative Elevators at Liberty Center, Ohio, formerly owned by J. A. Wright. The consideration for the buildings and machinery was \$5,300.

The farmers of Huntington County, Ind., are considering the formation of a grain company and plan to take over the elevator of J. F. Winebrenner, Son & Company, at Huntington. F. L. Lowmaster and H. G. Weese are interested in the new company.

The firm of Kinney & Garver, grain and feed dealers at Defiance, Ohio, has dissolved partnership, the interests of Mr. Kinney having been purchased by Otis E. Ramey and George Wiler. The new firm will be styled Garver, Wiler and Ramey. The retiring partner, Mr. Kinney, will conduct an elevator at McClure, Ohio.

#### CANADIAN

R. A. Martin recently took over the elevator and flour mill at Swan River, Man.

It is reported that a concrete elevator will be constructed at Owen Sound, Ont.

The Grain Growers' Grain Company is contemplating the erection of 12 elevators during this year.

The Superior Elevator Company, Ltd., has been incorporated in the province of Ontario, with a capital stock not to exceed \$70,000.

The Asquith Manufacturing Company, Ltd., of Asquith, Sask., has applied for authority to change its name to the Badger Mill Elevator Company, Ltd.

The Anchor Warehousing and Elevator Company, Ltd., of Winnipeg, Man., has applied for authority to change its title to the Anchor Elevator Company, Ltd.

It is reported that the Montreal Warehousing Company, Montreal, Que., is considering the advisability of dismantling its elevator and building a new structure.

The S. A. Early Company has awarded a contract for the erection of a three-story brick grain warehouse at Saskatoon, Sask., costing about \$22,000. A 20,000-bushel grain tank will be constructed on top of the house.

George Fisher, manager in Canada for the Scottish Co-operative Society, has left Winnipeg for Britain to be absent about two months. Mr. Fisher will consult with his company as to probable expansion in the Dominion, and it may be that the company's line of elevators will be increased.

The Dominion Wheat Lands, capitalized at \$50,000, has been incorporated at Winnipeg, Man., for the purpose of conducting a grain business. The incorporators are Clarence Wilfrid Jackson, Arthur Wellesley Wilcox, Frederick Grisdale Warburton, Douglas Campbell, Philip and Janette Lither.

Malcolm MacKenzie, Chas. Stewart, Chas. W. Cross, and E. J. Fream of Calgary, Alta., form a committee which has been appointed to draft a bill providing for the financing of an elevator company by the provincial government to construct a line

of country elevators. The new firm will be known as the Alberta Co-operative Elevator Company.

The Moose Jaw Elevator, Moose Jaw, Sask., will be enlarged, the cost of the improvements to approximate \$75,000.

J. F. Diefenbach of the Northland Milling Company, Larimore, N. D., will erect a 60,000-bushel elevator in connection with a contemplated milling plant at Saskatoon, Sask.

#### MISSOURI, KANSAS AND NEBRASKA

The Farmers' Union has completed its elevator at Cawker City, Kan.

The old Santa Fe Elevator at Atchison, Kan., will be dismantled.

A farmers' elevator company is under consideration for Coldwater, Kan.

The Aylesworth-Neal-Tomlin Company, recently organized at Kansas City, Mo., has leased the Murray Elevator of the Chicago, Burlington & Quincy Railroad.

Henry Brenner is planning the reconstruction of his elevator at Stella, Neb.

A. D. Cox has discontinued his grain, hay and feed business at Nevada, Mo.

The elevator of the Central Granaries Company at Ludell, Kan., has been closed.

C. H. Stanford has opened a grain, flour and feed business at Cottonwood Falls, Kan.

Roy Barnes has sold his elevator at Sturgeon, Mo., to William Pollock of Mexico.

The Ball & Gunning Milling Company will erect a 110,000-bushel elevator at Joplin, Mo.

The Klaumann Grain Company has succeeded the Cuba Elevator Company at Cuba, Kan.

An elevator will be erected at Argonia, Kan., by a company of farmers now organizing.

William Keefer has purchased the elevator of the Central Granaries Company at Hoag, Neb.

D. McLennon of Wahoo, Neb., has sold his grain business at Lincoln, Neb., to W. J. Fowler.

The C. F. Randel Grain Company has succeeded Randel & Countryman at Hutchinson, Kan.

E. E. Day will dismantle his elevator at Weeping Water, Neb., and a new house will replace it.

The Southwestern Grain Company of Stafford, Kan., will erect an elevator at Dodge City, Kan.

The Cunningham, Beckemeier Supply Company has gone out of the grain business at Hardin, Mo.

The Hamilton Grain Company has been organized at Hamilton, Kan., by E. B. Kelly and J. S. Widder.

The Farmers' Elevator Company has been incorporated at Douglas, Neb., with a capital stock of \$2,500.

The Central Granaries Company has leased its elevator at Norton, Kan., to the Farmers' Milling Company.

W. H. Dewall and others contemplate the erection of an elevator at Dixons Spur, a siding near Argonia, Kan.

The elevator of Strockey & Gambay at Indianola, Neb., has been closed on account of crop failure, it is reported.

Everett Bustie plans to erect an elevator at Cal-lao, Mo., to replace his plant that was destroyed by fire recently.

C. Vincent is organizing a farmers' grain company at Lyons, Neb., and an elevator will probably be purchased.

Len Dye of Whiting, Kan., has taken over the elevator and grain business of J. W. Mooney at Fostoria, Kan.

The Wolf Milling Company has practically completed a 30,000-bushel elevator at Dartsmouth, P. O. Great Bend, Kan.

W. O. Woods of Liberal, Kan., is building an 8,000-bushel elevator at Moscow (R. F. D. from Woodsdale), Kan.

The Chariton Grain & Produce Company, Novinger, Mo., has taken over the Anderson Van Fossen Produce Company.

W. H. Sherrick & Co. have wrecked their 30,000-bushel elevator at Centerview, Mo., and a new house is under construction.

C. E. Norton, formerly of Conway Springs, Kan., has purchased an interest in the Daves Grain Company at Winfield, Kan.

The Farmers' Elevator Company of Preston, Kan., has purchased the Steckel Elevator located four miles west of that place.

The Graham Grain Company will tear down its elevator at Urich, Mo., and a new one will be erected on the former site.

The Coker Elevator Company, formerly in business at Hawk Point, Mo., has purchased the elevator at Slater, Mo., of Wm. Pollock.

Work is progressing on the new 50,000-bushel reinforced concrete elevator of the Schultz & Niemier Commission Company at Bridgeton, Mo. The house

will contain 60 square bins. The MacDonald Engineering Company of Chicago has the contract.

The Preston Grain Company has purchased the elevator of the A. Steckler Grain Company at Carmi (R. F. D. from Preston), Kan.

Farmers in the vicinity of Wymore, Neb., have organized the Wymore Elevator, Lumber & Coal Company, capitalized at \$10,000.

The plant of the Aetna Mill and Elevator Company at Wellington, Kan., has been taken over by T. J. Holdridge, Sr., of Wichita, Kan.

The T. B. Hord Grain Company has completed the construction of an elevator at Stromberg, Neb. It is of cribbed construction covered with iron.

Lee Larabee, manager of the Star Grocery Company at Liberal, Kan., has been looking over Richfield, Kan., with a view to the establishment of an elevator at that place.

Jacob Strauss of Moundridge, Kan., is now the sole owner of the 40,000-bushel elevator at Pretty Prairie, Kan., having secured the half interest of the Eagle Milling Company.

Richter Bros. have purchased the Nordstrom interest in the Nordstrom-Richter Grain Company at Omaha, Neb., and will operate under the name of the U. S. Commission Company.

The Snodgrass Grain Company, Kansas City, Mo., is now operating the Southern Mill and Elevator Company and its 80-horsepower steam plant will soon be displaced by electric power.

The Hugoton Elevator and Warehouse Company, Hugoton, Kan., is building a 10,000-bushel elevator at Hugoton, Kan., and an 8,000-bushel house at Moscow (R. F. D. from Woodsdale), Kan.

The Gooch Milling and Elevator Company, Lincoln, Neb., has remodeled its elevator, constructed 12 additional concrete bins and two concrete tanks, increasing its capacity to 50,000 bushels.

A contract has been let by J. H. McNair, president of the Halstead Milling and Elevator Company, Halstead, Kan., for the construction of a reinforced concrete elevator to occupy the site of the house that was burned recently. The new structure will be higher than the old one and will have a capacity of 110,000 bushels. Work will begin as soon as the material can be assembled and will continue with three shifts of men, night and day, so as to be completed about June 1.

#### SOUTHERN AND SOUTHWESTERN

Pearson & Hayton will remodel their elevator at Marshall, Okla.

G. H. Stephenson of Clendennin, W. Va., will build an elevator at Maxwell, N. M.

The Gulf Commission Company has been incorporated at Lake Charles, La., to deal in grain.

The Taylor Brokerage Company has been incorporated at San Angelo, Texas, to deal in grain, hay and flour.

It is said that the Jersey-Miller Company of Beaumont, Texas, contemplates the building of an elevator at Lake Charles, La.

E. G. Rall, grain merchant at Fort Worth, Texas, has the contract for furnishing oats for the army now mobilized at Galveston.

Sam G. Ambrister of Davis, Okla., has purchased the Red Elevator at Norman, Okla., from Synott & Aniol, possession to be given in May.

At a recent meeting of the directors of the Adams Grain and Provision Company at Richmond, Va., W. T. Selden was promoted to the position of vice-president.

The Longview Mill and Elevator Company has been incorporated at Longview, Texas, with a capital stock of \$20,000. The incorporators are H. B. Pitts, J. M. Pitts and W. R. Green.

The Farmers' Elevator and Supply Company has been incorporated at Fargo, Okla., with a capital stock of \$5,000. The incorporators are A. N. Bengier, C. L. Elliott, E. S. Sloan and J. E. Hutchinson.

A wholesale grain, hay and produce company has been established at Brunswick, Ga., by J. R. Walls, W. M. Wiggins and H. F. Wiggins, and they will operate under the firm name of Warnell, Wall & Co.

John W. Gordon & Co., capitalized at \$5,000, have been incorporated at Nashville, Tenn., to engage in the grain and hay business. The incorporators are John W. Gordon, Alfred Levine, Mrs. John W. Gordon, Mrs. Carrie Sharp, Jordon Crutcher and Thomas D. Crutcher.

#### EASTERN

E. C. Stoops will erect a 40,000-bushel elevator at Cordova, Md.

Lay & Dibble of Holcomb, N. Y., will build an elevator and mill to replace the plant that burned recently.

C. C. Dempsey & Co. have been incorporated at Gloucester City, N. J., with a capital stock of \$100,000, to deal in grain, mill feed, flour, hay, coal, lumber, etc. The incorporators are C. C. Dempsey,



March 15, 1913.

W. K. Flagg of Westville, N. J., and A. M. McNutt of Collingswood, N. J.

G. A. Bigelow, who has been engaged in the grain business at Princeton Depot, Mass., for 23 years, has sold his property to W. N. Potter, of Greenfield, Mass.

The Oxford Grain Company has been incorporated at Worcester, Mass., with a capital stock of \$6,000. The incorporators are J. B. Garland, E. A. Garland and E. C. Copp.

Richard F. Chase, for many years a grain dealer at Cornish, Maine, has sold his business to Wentworth, Bros. of North Parsonsfield, Maine, who took possession on March 1.

The K. & W. Grain Company, capitalized at \$21,000, has been incorporated at Brooklyn, N. Y. The incorporators are Edward E. Knapp, Edward H. Knapp and Frank S. Webber.

C. H. Dexter & Sons, who have conducted a grain and feed business at Windsor Locks, Conn., for many years, have closed out the business, the buildings will be torn down and the site used for a park.

The Carlstadt Development Company has been incorporated at Portland, Maine, to grow and deal in grains. The capitalization is \$50,000, and the officers are: Arthur L. Robinson, president, and Clement F. Robinson, treasurer.

The Atlantic Grain Company, Inc., has been incorporated at New York City, with a capital stock of \$5,000. The incorporators are Rudolph W. Specht, Orange, N. J., Otto M. Gabler, Brooklyn, N. Y., and Philip V. Brown, New York City.

J. D. Braue, Inc., has been incorporated at Jordan, N. Y., with a capital stock of \$100,000, to deal in grain, mixed feeds and cereals. The incorporators are John D. Braue and Mary Loretta Braue of New York City and Arthur N. Ellis of Canastota, N. Y.

C. A. Lingham, secretary and treasurer of the Federal Milling Company of Lockport, N. Y., recently purchased 434 feet of Niagara River frontage at Tonawanda, N. Y., on which the company will erect a flour mill and grain elevators similar to those maintained at Lockport, Middleport and other points. It is said that all of the grain that is used by the company will be shipped from the respective elevators.

[Special Correspondence.]

## TOLEDO AND OHIO GRAIN NEWS

BY E. F. BAKER.

There is considerable grain moving on the Toledo market for this season of the year. Corn receipts have been very fair, 192,000 bushels having been received during the past week in Toledo. Most of this corn is coming in from the farmers of this section who have been holding throughout the season in the hope of a raise in prices. While prices have not materially increased, yet it is necessary to unload, as the space will be needed and farmers have practically given up hope of securing any better prices. Considerable corn is also being shipped out of this market, the past week's shipments amounting to 121,900 bushels. The corn coming into this market is of good quality, the greater share of it grading No. 3. There is considerable spring wheat in store in Toledo and quantities are being shipped to the interior mills of the state. Toledo mills have plenty on hand to take care of their own demands. Wheat shipments for the past week amounted to 57,500 bushels and receipts 11,000 bushels. There is a good movement of oats for this season of the year, 114,500 bushels having been shipped out during the past week and the receipts amounted to 115,200 bushels.

\* \* \*

Chief Inspector E. H. Culver, affectionately called "The Big Chief," has gone to Mt. Clemens, Mich., for his health.

\* \* \*

A. Patrick, J. Murphy, B. Cool, C. Meyer and J. Mitchell, farmers residing near Calgary, in Alberta, Canada, were recent guests of the Toledo Produce Exchange. They proved great boomers for their own country and told marvelous tales of its growth by leaps and bounds during the past few years. The country is a spring wheat section and last year was a banner year, while this season is expected to be a record-breaker. The five gentlemen are known as the "Calgary Callies" and form a five-man team who were in Toledo to participate in the American bowling tournament held here.

\* \* \*

John Luscombe, of Southworth & Co., is the father of a new baby boy which arrived at his home a few days ago. The youngster is reported to weigh 6½ pounds.

\* \* \*

W. E. Tompkins, of the Raymond P. Lipe Co., has returned from an extended sojourn in Florida.

\* \* \*

The Shawtown Grain Co., of Shawtown, Hancock County, was incorporated Wednesday, March 5, at Columbus, with a capital stock of \$10,000, the incor-

porators being B. B. Brumley, N. S. Moorhead and F. S. Robinson.

\* \* \*

T. E. Cunningham, of Sneath & Cunningham, well known Tiffin grain dealers, was a recent visitor on the floor of the Toledo Produce Exchange.

\* \* \*

John W. Jones, president of the Marion National Milling Company, and formerly head of the Ohio Grain Dealers' Association, died recently at his home at Marion. He was stricken with paralysis while at his office and passed away a few hours later.

\* \* \*

The Lucas County Children's Home owns 47 acres of land and on this the youthful tillers of the soil raised products amounting to \$4,321.88 or \$536.13 more than the total expenses of the institution for that time.

\* \* \*

Numerous car robberies on the Toledo terminals have attracted the attention of the Toledo Association of Railway Special Agents and Police and this organization is endeavoring to give wide publicity to the new Carlin Law which permits Federal jurisdiction over the larceny of interstate shipments. This bill imposes stringent penalties for the breaking of seals on freight cars with the intention of stealing the contents. The association hopes this will act as a deterrent against car robberies.

\* \* \*

Toledo, Lucas County, and Northwestern Ohio will be the starting points of the nation-wide movement for education of farmers on scientific principles, to get the best possible results from the cultivation of their farms, for which purpose the International Harvester Company has appropriated \$1,000,000. The

campaign will be inaugurated here in April, when Prof. P. G. Holden, for ten years with the State College of Agriculture at Ames, Iowa, but now with the Agricultural Extension Department of the International Harvester Company, will be here for a series of lectures of state and national repute. The first efforts will be directed toward organizing farmers' clubs of about 25 each for co-operation in the growing of alfalfa. These meetings will be held on the farms of the various agricultural centers and the agricultural districts will be toured by the lecturers in automobiles accompanied by a committee on agriculture recently appointed by the Toledo Commerce Club. This committee consists of R. C. Woodrow, chairman; H. C. Truesdale, Marshall Sheppey, R. W. Kirkley, William C. Carr, Fred Mayer, E. H. Culver, Frank H. Geer, Ami Mitchell, Dr. S. C. Blair and George R. Ford. The first demonstration, it is said, will be held in Defiance county, probably in Mark township. Under the plan the Harvester company will pay one-half the expenses of the experts employed and the farmers will pay the other half. The plan is similar to that which was employed in the highly successful sugar beet campaign.

\* \* \*

Society of Lima, O., held its breath the other day when one of the most charming of its daughters, Miss Ruth Jones Kerr, daughter of a wealthy oil operator, married Harlowe Hyter, of Toledo, driver of a delivery wagon for the Lima Flour & Feed Co. The bride is a college graduate and a leader in the younger social set of the city. In spite of this, however, her marriage to the "delivery wagon boy" with his \$15 a week salary, was not opposed by her wealthy parents, and the wedding was unmarred by controversy.

# ASSOCIATIONS

## NORTH DAKOTA FARMERS GRAIN DEALERS' ASSOCIATION

The second annual meeting of the North Dakota Farmers Grain Dealers' Association was held at Valley City on March 4 and 5. The attendance was unusually large and some very profitable discussions occurred during the sessions. Among those who delivered addresses were the following: John F. Courcier, secretary of the Grain Dealers' National Association; J. H. Worst, president of the North Dakota Agricultural College; W. H. Stutsman, chairman of the North Dakota Board of Railroad Commissioners; Thomas Cooper, of the Better Farming Association; John G. McHugh, secretary of the Minneapolis Chamber of Commerce, and Iver S. Henjum, secretary of the National Managers' Association.

## GRAIN SOLICITORS' NATIONAL ASSOCIATION

Since the organization of the Grain Solicitors' Association the officers of the new body have been kept very busy with plans whereby the objects of the organization can be realized to the fullest extent. It is proposed to make the association a great power for the correction of trade abuses, betterment of conditions and the creation and upholding of a standard among grain solicitors. The following letter sent out recently by Secretary G. E. Green outlines what it is hoped to accomplish:

The advisability of an organization of this character has been evident for some time, and now it is accomplished will look for the earnest support and approval of the boys generally.

The enclosed copy of the call fully explains the object of the organization and it is up to us to undertake to see that the expectations are realized. It is evident that a solicitor's greatest interest is and should be with the Grain Exchange of which his firm is a member. There are, however, a great many questions mutually affecting the several exchanges and the man on the road is in position to be more or less active in uniting these interests for the good of all concerned.

It is suggested that each one of the boys take the matter up with his firm and make it plain that our organization is for, and not against them. We must not allow our loyalty to be questioned and we want to make our employers understand that through our organization we are going to try and make every member a better solicitor. It is also suggested that you see the Secretary of your Exchange in relation to this matter and assure him that we are ready and anxious to do any missionary work in the country that he may have for us to do. As a rule the vicious legislation directed against the grain interests has its strongest support in the country districts. The man on the road is in position to do a great deal of good in correcting wrong

impressions and properly directed, is capable of putting up an argument and "delivering the goods."

Please do not forget that this office is relying on you for advice and counsel and wishes to hear from you often. New ideas are what we want and every man has some. This office is your market and the place to send them. Interest the boys every time you have an opportunity. Everybody get busy and show our people we have no "low grade stuff to offer."

## SPECIAL GRAIN COMMITTEE

At a recent meeting of the officers and legislative committee of the Illinois Grain Dealers' Association in conjunction with the officers of the Illinois Farmer Grain Dealers' Association, a committee was chosen composed of E. R. Ulrich, Springfield, chairman; Lee G. Metcalf, Illiopolis; C. M. Woods, Springfield; F. C. Walbaum, Ashland.

This committee was appointed to secure an amendment to the statute pertaining to the shortage of grain in transit. This amendment will compel the railroads over which the grain is transported, to make an immediate adjustment out of the freight of any shortage which may be proven and substantiated by affidavits on the arrival of the car in question. Under the present mode of procedure, the collection of most of these shortage claims is interminable and results in about 75 per cent or more claims being outlawed by the time limit. The committee held its first meeting on Thursday, February 29, at Springfield, Ill.

## ILLINOIS GRAIN DEALERS WIN FIGHT FOR SUSPENDED RATES

Proposed advances in grain rates, from points in Illinois to other points in the state, amounting to 1 cent per 100 pounds, were ordered suspended until May 1 by the Railroad and Warehouse Commission. The decision resulted primarily from a hearing before the Commission in Chicago on March 7, and is regarded as a substantial victory for the Illinois Grain Dealers' Association, which has been fighting the advanced rates tooth and nail. The organization was represented at the hearing by President L. G. Metcalf, Secretary S. W. Strong, R. C. Baldwin and Attorney William R. Bach, all of whom advanced the cause of the grain shippers in a very able manner.

The hearing was the direct result of a meeting held in Louisville, Ky., on February 25, when representatives of the Illinois Grain Dealers' Association, the Peoria Board of Trade, St. Louis Merchants' Exchange, Louisville Merchants' Exchange, Farmers' Grain Dealers' Association of Illinois and other interests met to discuss the proposed advances and take suitable action. The Illinois Grain Dealers' Association took the initiative and brought up the matter to the Illinois Railroad and Warehouse Commission, armed with a petition signed by everyone



present at the Louisville meeting. The suspension orders resulted, and the case has now been carried to the Interstate Commerce Commission, with the hope that a permanent suspension will result.

#### FARMER'S GRAIN DEALERS' ASSOCIATION OF ILLINOIS

The tenth annual convention of the Farmers Grain Dealers' Association of Illinois was held in Jacksonville, Ill., on February 19, 20 and 21, with more than four hundred delegates in attendance. The Jacksonville Chamber of Commerce made extensive preparations for the entertainment of the delegates and there was a recital on the first evening given by members of the faculty of music and elocution of the Illinois Women's College. The business sessions all proved to be interesting and a number of prominent men, including J. N. Phillips, president of the Illinois State Bankers' Association, and Charles Adkins of Bement, ex-speaker of the Illinois House of Representatives, delivered addresses.

The election of officers resulted as follows: President, H. W. Danforth, Washington; First Vice-President, A. C. Rice, Jacksonville; Second Vice-President, J. C. Saylor, Cissna Park; Treasurer, J. B. Abbott, Mason City; Directors, A. R. Mudge, Peru; Bert Adsit, Pontiac; C. J. Bear, Monticello. Ottawa was chosen as the place of meeting for next year.

#### IOWA FARMERS GRAIN DEALERS' ASSOCIATION

At Sioux City, Iowa, there was held on February 12, 13 and 14, the ninth annual convention of the Iowa Farmers' Grain Dealers' Association. The Hotel Martin was the official headquarters, and the sessions were held in the Auditorium. Some spirited discussions developed and exciting features were the rule at all the sessions. A number of excellent addresses were delivered, including speeches by Clifford Thorne, of the Board of Railway Commissioners, and Attorney General George Cosson, of Des Moines.

E. G. Dunn, of Mason City, Democratic candidate for governor of Iowa, spoke on the subject of incorporating the body. He suggested that the 350 co-operative elevators in the state subscribe \$100 worth of stock each, and loan out the \$35,000 capital thus secured. He declared that this plan would make the organization a power in proportion to the amount of business transacted.

Waterloo was chosen for the meeting place of the 1914 convention, and the following officers were elected: President, Thomas McManus Dougherty; Secretary, Will Ray, Clo; Directors, W. S. Foley, Melvin; J. E. Mereness, Glidden; Ira D. McVicar, Eagle Grove; William McCandless, Sloan; Simon Kemmerer, Boone; Ralph Vanzyl, Alton; J. Cuthbertson, Garwin.

#### ASSOCIATION BRIEFS

Members of the Texas Grain Dealers' Association appeared before the Railroad Commission at Austin recently at a special hearing on storing-in-transit privileges.

Secretary T. P. Riddle of the Tri-State Grain Producers' and Dealers' Association appeared before the Dairy and Food Products Committee of the Ohio General Assembly on February 18.

The annual meeting of the Western Grain Dealers' Association will be held at the New Martin Hotel, Sioux City, Iowa, on Friday and Saturday, April 11 and 12. The complete program will be announced in a short time.

Representatives of the Saskatchewan Grain Growers' Association visited Fort William, Ont., recently as the guests of the Canadian Pacific Railway and inspected grain sampling, weighing, grading and handling methods in the terminal elevators.

Secretary S. W. Strong reports the following new members of the Illinois Grain Dealers' Association during the month of February, 1913: Dryer & Burt, Champaign, Tipton and Deers; G. W. Shemel Grain Company, Tremont and Henert; Savoy Grain & Coal Company, Savoy; The Tremont Mutual Grain Company, Tremont. The following changes, which have been reported during the past month in the directory: Polo, James Hackett succeeds Herbert & Hackett; Tremont, G. W. Shemel Grain Company succeeds G. W. Shemel; Henert, G. W. Shemel Grain Company (mail Tremont), succeeds G. W. Shemel; Paxton, R. Mayfield succeeds C. E. Thrasher; Moweaqua, Primmer & Housh succeeds Thompson & Housh; Dalton City, Farmers Elevator Company succeeds C. E. Davis; Padua, C. L. Smith succeeds A. H. Weber & Son; Crescent City, Harlan & Sterrenberg succeeds Harlan & Boughton; Filson, John McCarthy succeeds Kaga & Gray; Chesterville, A. F. Davis (mail Arthur), succeeds National Elevator Company.

The difference in the grain handled in South Dakota during the present crop year and last year is clearly indicated by the number of licenses issued to grain elevators. Last year licenses were issued to 888 elevators, and this year to 1,175 elevators.

# COMMUNICATED

[We invite correspondence from everyone in any way interested in the grain trade on all topics connected therewith. We wish to see a general exchange of opinion on all subjects which pertain to the interest of the trade at large, or any branch of it.]

#### WORTH THE MONEY

*Editor American Grain Trade:*—Enclosed find subscription to the "American Grain Trade." We want to say to you, we consider it well worth the money.

Yours truly, R. WILLIAMS & CO.  
Portland, Maine.

#### WILL BUILD NEW ELEVATOR

*Editor American Grain Trade:*—The Oxford Grain Company held its first annual meeting on February 21, the farmers having had possession of this elevator since the 11th of last May. The stockholders voted unanimously to build a new elevator which will be commenced in the early spring. A 10 per cent dividend was declared.

Yours very truly, J. M. BURT.  
Oxford, Ind. Manager.

#### NEW WAREHOUSE IN GALVESTON

*Editor American Grain Trade:*—Stolz & Peterson of Galveston, Texas, have engaged us to prepare plans and specifications for a very large new warehouse, and other improvements they are going to make in connection with their new elevator, just completed.

Yours truly, SOUTHERN CONSTR. & MILL SUPPLY CO.  
Houston, Texas.

#### CONVENTION REPORT IS COMMENDED

*Editor American Grain Trade:*—We have received copy of the "American Grain Trade" reporting the Kansas Grain Dealers' Association meeting at Kansas City. You have given us a good report of the meeting, and we wish to congratulate you on the good work done by your representative at the meeting.

Yours truly, BOSSEMEYER BROTHERS.  
Superior, Neb.

#### OUTLOOK FOR THE HAY CROP

*Editor American Grain Trade:*—The writer has just returned from a trip through Wisconsin, Nebraska, part of Kansas and part of Oklahoma in the interest of the association. I find thousands of tons of hay standing in the fields that will probably never be baled. The majority of this hay was damaged at harvest and is really unfit for sale. The extreme open winter with the absence of snow has permitted cattle grazing almost without interruption. This has lessened the consumption on the farms. I noticed in many places that plowing had begun; in fact, a great deal of the spring work had already been completed.

Yours very truly, J. VINING TAYLOR,  
Sec'y-Treas., National Hay Association.  
Winchester, Ind.

#### NORTH DAKOTA CONDITIONS

*Editor American Grain Trade:*—Farmers of this county have had the finest weather for hauling for years and those that have had grain to haul have been busy marketing. No snow and big loads are being hauled; 90 per cent of the wheat and flax have been marketed while most of the barley and oats are being held on the farms for higher prices. There will be 25 per cent more durum wheat sowed and less flax and rye the coming crop. About one-half the plowing was done the past fall. The small amount was on account of the large crop to market and the wet weather of October last. A Farmers' Institute has just been held here with good speakers and a large crowd.

Yours truly, J. A. FRANK,  
Lamoure, N. D. Mgr.

#### SAN FRANCISCO RECEIPTS CORRECTED

*Editor American Grain Trade:*—We are availing ourselves now of the opportunity of subscribing to the "American Grain Trade."

We do not presume that the report of San Francisco grain shipments as listed on Page 453 of your February number are scrutinized very carefully by many in the trade, owing to the comparative unimportance of our market as compared with the other markets of the country, but nevertheless we take it that you do not wish to publish anything that is decidedly erroneous, so we are writing to state that under the heading of "Receipts" an error has been made in either transmitting or receiving the report,

for although the figures as printed bear some relation to the correct figures, yet a casual note of your report must show that it is wrong. As a matter of fact your report of wheat, corn, oats, barley and rye should have two ciphers added to report the situation correctly.

As the official report in our market is given in tons of 2,000 lbs. each, we take it that a simple error in mathematics was made in reducing the figures to pounds. Believing that we will take much interest in reading your regular issues as they reach us, we beg to remain,

Yours very truly, SOMERS & CO.  
San Francisco, Cal.

#### A PROTEST FROM CALGARY

*Editor American Grain Trade:*—Referring to a recent article headed "An Exchange Wanted in Edmonton," page 451, of your issue of February 15th, 1913, and particularly to the lines reading as follows:

"Calgary has been talked of as a point for a Grain Exchange."

We are not surprised to learn that Calgary is talked of in this connection; in fact, it seems quite natural that it should be so, since Calgary has had a regularly organized Grain Exchange for the past four years; has a membership of over ninety members, and owns a site for a building, which site is valued at \$125,000 and upon which the Grain Exchange building will be built; that further, the milling capacity of the mills in Calgary is 1,800 barrels; that the storage capacity in Calgary is 1,750,000 bushels, and that this storage capacity is to be increased this year; that Calgary has had for the past five years an inspection department.

In view of these facts we are not surprised to learn that Calgary is talked of as a place for a Grain Exchange.

Very truly yours, D. O. McHUGH.  
Calgary, Can. Secy. Calgary Grain Exchange.

**EDITOR'S NOTE:**—Undoubtedly the article in question refers to Calgary as a grain center and does not mean Grain Exchange in the ordinary sense. The entire article was quoted from a recent statement attributed to John Gillispie, president of the Gillispie Elevator Company and member of the Winnipeg Grain Exchange. Although Mr. Gillispie may have been quoted too literally, no misunderstanding should result, since it is impossible for a Grain Exchange to have been for four years in such a live and flourishing place as Calgary without making itself recognized.

#### NEWS OF MILWAUKEE

*Editor American Grain Trade:*—A bill has been introduced in the Wisconsin Legislature known as No. 357 A, which proposes requiring all grain and produce commission merchants to secure a license and file a bond with the Secretary of State. The amount of the bond is left to the discretion of that official. A penalty is provided for the soliciting of consignments without having first secured the license and filed the bond. This bill has been strongly opposed by the grain and produce commission men of Milwaukee, and a joint committee representing the two interests argued the matter before the State Affairs Committee of the Assembly at Madison on March 4. It is understood now, that the bill will be recommended for indefinite postponement.

Elevator "A" on the Chicago, Milwaukee & St. Paul Railway has been leased by the railway company to a Milwaukee corporation, the Donahue-Stratton Company. Their occupancy begins on April 1. The lessees will make arrangements to have a great deal of new machinery installed, including a large drier, and the house will be put in the very best shape for handling grain.

It is announced that there is to be an addition to the storage facilities on the Chicago & Northwestern Railway at Milwaukee. The ten concrete tanks recently erected are proving inadequate to care for storage requirements, and it has been practically decided to add to the capacity 250,000 to 300,000 bushels during the coming spring and summer.

Milwaukee is to have a new car ferry and break bulk line across Lake Michigan, connecting with the port of Ludington on the east shore. It is understood that terminal facilities have been secured in both cities and that a traffic service will be inaugurated across the lake in the near future. Those interested at this end decline to give out any details but promise to make their plans public in a short time. The new enterprise may, however, be counted upon as an assured fact.

Yours truly, H. A. PLUMB,  
Milwaukee, Wis. Sec'y Chamber of Commerce.



## FIELD SEEDS

## ALFALFA SEED FROM RUSSIA

It is probable that Prof. N. E. Hanson of the South Dakota College of Agriculture will soon be sent on a trip to Siberia for the purpose of securing some alfalfa seed. The yellow flowered variety of alfalfa is a native of Siberia and is both hardy and productive, requiring an annual rain fall of only about 8 inches to secure a crop of about 3 tons to the acre. It grows in a climate where the minimum temperature is more than 40 degrees below zero, and a maximum temperature is attained in summer of about 122 degrees above zero. Since it will be necessary to send several assistants, an appropriation will be asked of the state legislature to pay the expenses of the expedition. It has been shown that if the party returns with a ton of the alfalfa seed the trip will have been very profitable, for this amount will plant 200,000 acres of ground in South Dakota.

## SEED IMPORTATION BY THE DEPARTMENT

In a recent report on the history of the plant importation by the Department of Agriculture, Dr. Galloway, chief of the B. P. I., names the following cereals:

**Sorghum**—Introduced from China and France in 1864 at a cost of about \$2,000. The annual value of the crop estimated at \$40,000,000.

**Kafir Corn**—Introduced at a cost of not more than \$5,000; estimated annual value of the crop, about \$15,000,000.

**Durum Wheat**—Cost of introduction probably less than \$30,000; estimated annual value of the crop in excess of \$40,000,000.

**Japanese Short-kerneled Rices**—Introduced at a cost of less than \$20,000. Assisted materially in the phenomenal growth of the rice industry in Texas and Louisiana; estimated value of annual increase in the products, \$3,000,000.

**Swedish Select Oats**—Cost about \$5,000 to introduce; estimated increase in annual value of this variety in Wisconsin alone, \$1,000,000.

**Excelsior White Schoenen Oats**—Introduced in 1868 at a cost of not more than \$1,000; value of estimated annual increase, \$15,000,000.

**Chevalier Barley**—Distributed by the department in 1871; cost probably not in excess of \$1,000.

**Fultz Wheat**—Introduced by the department in 1871 at small cost.

## TESTING AND ANALYZING SEED IN NORTH DAKOTA

During the past year there have been 11,629 samples of seed tested and analyzed in the laboratory of the North Dakota Agricultural College, and Prof. H. L. Bolley, who is in charge of this department, announces that he is greatly pleased with the interest which has been manifested.

Seed inspectors collected 2,400 samples from elevators and grain warehouses, while seed houses voluntarily sent in 1,100. The farmers sent over 8,000 direct to the seed laboratory. The inspectors also inspected 172 fields of seed grain at the request of the owners.

In addition to the pure seed laboratory work and the department of botany in connection with the experiment station, there has been organized quite an extensive branch of special extension work for which the mailing list has already reached 216,000. Employees of the department are now sending out about 250,000 four-page circulars and 25,000 seed calendars. During the last biennial period this department sent out 1,288,000 bulletins, 85,000 circulars, dictated 12,500 letters and received over 32,000 letters on matters pertaining to the department. All these figures point to the wide sentiment existing for better seed grain.

## THE NEBRASKA PURE SEED LAW

The pure seed law passed two years ago by the Nebraska legislature will be enforced rigidly, it is announced, by State Food Commissioner Harmon. The latter will analyze seeds to determine percentage of purity. A recent bulletin issued from his office says:

The Nebraska Pure Seed Law requires a certain per cent of purity and vitality. It requires that they shall be free from certain noxious weed seeds. Seedsmen will be held responsible for the sale of seeds for seeding purposes which do not comply with the law. The sale of agricultural seeds which contain not more than 2 per cent by weight, of certain weed seeds, is permissible. If the percentage of these weed seeds exceeds 2 per cent, the package containing them must be labeled with the per cent of each of such seeds present.

Seeds sold without statement of purity are guaranteed to be up to standard. Seeds not up to stand-

ard must show the per cent of impurities present. All seeds must be labeled with name of seed, name and address of seedsmen, statement of purity and place where grown.

Any person purchasing any concentrated commercial feeding-stuffs or agricultural seeds in this state for his own use may submit fair samples of said feeding-stuffs or seeds to the state food, drug and dairy commissioner, who, upon receipt of an analysis fee of fifty cents for each sample of agricultural seeds and one dollar for each feeding-stuff, shall cause an analysis of the same to be made. Samples and affidavit of analysis of each concentrated commercial feeding-stuff must be on file in this office before being offered for sale in Nebraska.

## A BIG SEED HOUSE IN MILWAUKEE

The large wholesale seed house of Rosenberg & Lieberman, Milwaukee, Wis., is shown in the accompanying illustration. There is a total floor space of 400,000 square feet, which gives a storage capacity for 200 carloads, or more than 8,000,000 pounds of seed. Also, there is installed modern machinery for cleaning, weighing and sacking the seed. Besides the Milwaukee house, the firm also has a warehouse at their growing station at Columbus, Wis.

Although handling all kinds of field seeds, Rosenberg & Lieberman devote most of their attention to alfalfa seed, specializing in Montana-grown seed.



OFFICE AND WAREHOUSE OF ROSENBERG &amp; LIEBERMAN, MILWAUKEE, WIS.

This is said to be particularly hardy because it is grown in high altitudes. The extent of their business can be appreciated when it is stated that they handled 2,000,000 pounds of alfalfa seed last year. All seeds received are subject to government tests and in addition are tested in the private laboratory of Rosenberg & Lieberman, which is fully equipped with up-to-date testing apparatus. The result is that the firm has established a reputation for high quality seeds.

Their policy with the dealer is also worthy of mention. Besides starting dealers in the seed business without an initial investment, the system of co-operation which they employ to help the dealer dispose of his stock, brings tangible results. A neat booklet issued by Rosenberg & Lieberman called "Facts Concerning Alfalfa," thoroughly describes how the dealer is assisted and also contains additional matter of much practical value. It is profusely illustrated and contains a scientific article on alfalfa by Prof. R. A. Moore of the University of Wisconsin. The booklet is well worth reading and will be sent to anyone upon request.

## CLOVER AND TIMOTHY SEED COMMENT

C. A. King & Co., Toledo, Ohio, issued the following report recently on clover and timothy seed:

"March liquidation has been partially completed. Deliveries today were liberal of both red clover and timothy. Some are carrying the seed as cash. Some will be shipped out. Some hedgers have the cash with March and April sold against it. Majority of large dealers are long at higher prices and are anxious to talk up prices. April seed might not be delivered until the last of the month, when the cash demand may be very light. March prices will depend mostly upon the cash demand. This will feel the weather. We hope Hicks will fall down on his guess for a wintry month. Some Eastern sections have liberal crop and demand thereabouts will be less than usual, but other sections and Canada will want considerable. Who will dictate the price?

Will holders be stubborn or will enough scattered longs let go to enable the buyers to dictate? Fresh speculative demand may be moderate, leaving market sensitive. March liquidation in timothy seed disappointed the bears. Many changed over to May. Spring demand is generally satisfied in April. Sell on the bulges. Buy September, the new crop on the breaks, if you are bullish.

"March decrease in clover seed stock here is usually the largest. April shrinkage is generally small. It was fair last year and large two years ago. Spring was late. Stock now about 23,500 bags. Official report will be out in few days. March and April decreases will have to be large to prevent a carry over. March decrease last year small, only 8,280 bags. Cold weather, large imports and high prices responsible. Decrease two years ago 12,940, largest since 1906. Largest in recent years 30,000 bags eight years ago. Smallest 4,300 three years ago. Largest April decrease 20,600 seven years ago. Largest since was 11,000 two years ago. March shipments are nearly always the largest. Seven years ago was only recent exception, April leading. March receipts are usually larger than February."

## SEED ITEMS

L. C. Brown of La Grange, Ill., will erect a seed house at Kankakee, Ill.

The Berryman-Maupin Seed Company has begun operations in its new brick building at King City, Mo.

The Philadelphia Seed Company of Philadelphia, Pa., has increased its capital stock from \$15,000 to \$25,000.

The Standard Seed and Soil Inoculation Company has been incorporated at Troy, N. Y., with a capital stock of \$1,000. The directors are John E. Mc-

Donald, Watervliet, N. Y.; Isabel Kelly, Troy, N. Y., and Pierce Bailey, Troy, N. Y.

B. F. Dalton has succeeded the seed firm of Dalton & Stakeup at Stigler, Okla.

F. B. Walton of Tuscarawas, Ohio, will open a seed store at Uhrichsville, Ohio.

The American Seed Company of Fort Worth, Texas, has increased its capital stock from \$15,000 to \$50,000.

The Twin Falls Seed Farm Company has been incorporated at Twin Falls, Idaho, with a capital stock of \$100,000.

S. G. Courteen, seed merchant of Milwaukee, Wis., is building a new eight-story fireproof warehouse at a cost of \$250,000.

The Dunkirk Seed Company, Dunkirk, N. Y., has opened its new factory at Niagara Falls, Can., C. Kauffman being acting manager.

The Freeman Bain Seed Company of Aberdeen, S. D., will use the entire upper story of its warehouse for the curing and testing of seed corn.

The Albert Dickinson Company of Minneapolis, Minn., will erect a six-story building to replace its seed house that was destroyed by fire recently.

The McMillan Bros. Seed Company, a firm composed of A. H. McMillan, Robert K. McMillan and L. D. White, has opened a seed store at Atlanta, Ga.

The Atlantic Seed Company has been incorporated at Augusta, Maine, with a capital stock of \$30,000. B. S. Buzzell is president and L. J. Coleman is treasurer.

Senator Gronna has introduced a bill in the United States Senate to prohibit the interstate shipment of seeds which are "adulterated or unfit for seeding purposes."

The Idaho Seed Growers' Association held its annual meeting at Idaho Falls, Idaho, on February 21 and 22. Bert Ball of Chicago and Lou Sweet of Denver delivered addresses.



## TRANSPORTATION

The Interstate Commerce Commission, on March 11, held that the rates on corn and corn products over seventeen railroads between Kansas City and Shreveport, La., were not unreasonable.

A portion of the Great Northern extension from Snowden, Mont., to Sidney, Mont., was put into operation recently, and about 250,000 bushels of grain have so far been hauled from points along the line.

The complaint of Nashville shippers, that the rate on less-than-carload shipments of hay to Tennessee points is excessive, was heard recently by the state railroad commission, decision being reserved.

A suggestion that the railroads be required to send rate circulars to all shippers when changes in rates are proposed has been made to the Interstate Commerce Commission by Representative Hammond of Minnesota.

The Nebraska roads have now got together on elevator charges for handling grain at Missouri River points. The Missouri Pacific was the last to get in line, and it has recently issued with a circular accepting the new rates.

The Interstate Commerce Commission has suspended until July 8, 1913, the advance in rates on grain, grain products and by-products from Chicago to points in Central Freight Association territory, which were published by the Baltimore & Ohio Railroad, to become effective March 10 and 15.

Advances in the rates on grain from South Dakota points to Chicago and Milwaukee, filed by the Chicago, Milwaukee & St. Paul Railroad, were suspended recently by the Interstate Commerce Commission, until June 14. Similar advances of other railroads have already been suspended, until that date.

A 30 per cent advance in freight rates on grain and grain products, proposed by the Chicago, Rock Island & Pacific Railway from Chicago, St. Louis and Mississippi River rate territory to destinations in Oklahoma and the southwest, was suspended on March 6, by the Interstate Commerce Commission until July 5.

An effort is being made by Oklahoma citizens near the Texas boundary line to get better grain rates. Recently the Rogers Elevator Company at Guymon shipped a car of grain to Texhoma, which is partly in Texas and partly in Oklahoma. The freight charges were \$42 and an additional charge of \$21 was asked for moving the car over the state line.

The joint legislative committee in Montana which has been investigating freight rates on grain and farm products from Montana to eastern terminals and within the state, made its report on March 5 to the Assembly. It was announced that the railroads had agreed to give a reduction of from 2 to 10 cents a hundred on wheat shipped within the state, the average reduction being 5 cents a hundred.

Twenty shippers on the short line of the Illinois Central, from Leroy to Alvin, under the convoy of Secretary S. W. Strong, Urbana, and Attorney Dobbins, Champaign, visited the office of the Illinois Central Railroad Company, February 27, in an effort to secure cars for shippers. The result of the meeting was that the company promised each shipper of the committee, a car per day for fifteen days.

A complaint against grain rates has been filed with the Interstate Commerce Commission by the Board of Railway Commissioners of Montana. The Commission was petitioned to fix reasonable rates on flaxseed, grain and articles taking the same rates, in carloads, from Montana points to St. Paul and Duluth, Minn., and Superior, Wis., and common points, and to Omaha and Nebraska City, Neb., Sioux City, Ia., and Kansas City, Mo., and common points.

Bulletin 217 of the Transportation Department of the Chicago Board of Trade, issued March 12, says: "Your attention is directed to the following circular letter issued by Mr. J. S. Taylor, Foreign Freight Agent, Mobile & Ohio Railroad, Mobile, Ala., February 28th: 'Recently wheat has been received at Mobile for export to Cuba, via the Munson Line, packed in single sacks. Attention is called to the fact that the tariff of the Munson Line carrying rates from Mobile to Cuban Ports requires that wheat must be packed in double sacks. This requirement is rigidly lived up to and no wheat for transportation by the Munson Line from Mobile to Cuba, will be accepted at Mobile, unless packed in double sacks. All concerned are, therefore, cautioned to see that no shipments of this commodity are forwarded packed in single sacks, as on any shipments sacked in single sacks delay, inconven-

ience and expense can only result, since such consignments will positively be rejected by the Munson Line when tendered at Mobile, packed in single sacks, necessitating double sacking before forwarding.'

It is reported that the Great Western Railroad will shortly enter into an agreement to use the Wabash tracks from Omaha to Concepcion, Mo., thus giving it a direct line from Omaha to Kansas City.

Tiedeman Elevator Company, of Sioux City, Iowa, have filed a complaint with the Interstate Commerce Commission, Docket No. 5521, against the Chicago, Burlington & Quincy Railway, Chicago & Northwestern Railway, and Chicago, St. Paul, Minneapolis & Omaha Railroad, on account of the excessive rate on corn from Hospers, Iowa, to Kansas City, Mo., alleging that the present rate of twenty-one cents per hundred pounds is excessive, unjust, unreasonable and discriminatory, as compared with other rates in same territory.

In Bulletin 215, issued under date of March 10, W. M. Hopkins, transportation manager of the Chicago Board of Trade calls attention to the fact that some of the representatives of the carriers make a practice of signing only the initials of their names on receipts for bills of lading surrendered. The full name of the party receipting for bills of lading should be shown, and it is advised that those surrendering bills of lading should insist upon this being done.

These changes in rates affecting grain and grain products are furnished to the 'American Grain Trade' by the General Traffic Association, Inc., 715 Fourteenth Street, N. W., Washington, D. C. If any of our readers feel that the present rates or those which are about to become effective are unjust, excessive or discriminatory, this company has agreed to take care of such matters before the Interstate Commerce Commission, at only a nominal cost.

During the past thirty days the following rates and changes in rates on grain and grain products have been filed by the various carriers, with the Interstate Commerce Commission. These are in cents per hundred pounds unless otherwise stated, and the effective date of tariff is also given. (R) means reduction in rate and (A) signifies an advance:

M. St. P. & S. St. M. Ry.—Supplement No. 18 to I. C. C. No. 1448, effective March 15, pop corn from Trevor, Camp Lake, Silver Lake, Wheatland, Burlington, Honey Creek, Lake Beulah, Mukwanago and Vernon, Wis., to Chicago, Ill., 8 cents (R).

C. R. I. & P. Ry.—Supplement No. 5 to I. C. C. No. C-9368, effective March 15, between St. Louis, Mo., and East St. Louis, Ill., and Nahay, Ark., wheat, 18 cents; corn, 15 cents.

C. G. W. Ry.—Supplement No. 4, to I. C. C. No. 4812, effective March 15, between Milwaukee, Wis., and Gilbertville, Burke and La Porte, Iowa, flax and millet seed, 17½ cents; wheat and flour, 13 cents, and corn, oats, rye and barley, 11½ cents.

DETROIT & MACKINAC RY.—I. C. C. No. 366, effective March 15, grain and grain products, to Cincinnati, Ohio, from Omer, Wis., 14 cents; East Traverse, Mich., 15 cents; Sheboygan, Wis., 18 cents (R); to Jeffersonville, Ind., from Omer, Alpena and East Traverse, 17 cents; Sheboygan, Wis., 18 cents (R); to New Albany, Ind., same rates as shown to Jeffersonville, Ind. (R); to Louisville, Ky., 18 cents and 19 cents, respectively (R).

A. T. & S. Fe R. R.—I. C. C. No. 6322, effective March 15, flour and grain products, from Atchison, Kan., Kansas City, Mo.; Leavenworth, Kan., and St. Joseph, Mo. (when originating beyond) to Cincinnati, Ohio, 17 cents (A); Indianapolis, Ind., 17 cents (A); Jeffersonville and LaFayette, Ind., 17 cents (A); Monon, Oxford, and Rensselaer, Ind., 17 cents (A).

Also I. C. C. No. 6321, effective March 15, corn and oats from Long Point and Dana, Ill., to Cairo, Ill., 10 cents; to New Orleans, La., 20 cents (A). This tariff contains many rates from Illinois points and many advances in rates.

Also Supplement No. 32 to I. C. C. No. 4076, effective March 15, grain and grain products between East St. Louis, Ill., and St. Louis, Mo., and Corwith, Nerska and McCook, Ill., 9 cents (A).

## LUMBER FOR CAR DOORS

There are a good many inquiries constantly coming in to Secretary S. W. Strong of the Illinois Grain Dealers' Association, from shippers asking what are the regulations with regard to getting lumber for car doors, in cases where no car doors are furnished by the carriers. In reply to inquiries, Secretary Strong quotes the regulation rule, which is now adopted by all carriers, as shown by Supplement No. 9 to I. C. C. No. A 374, Item No. 20 A:

"Suitable grain door boards will be furnished at all loading stations for use in cooping cars, and in the event that the supply at any station should run short, the local agent is authorized to purchase the necessary lumber until such time as his supply of grain door boards is replenished."

## TOLEDO RATE HEARING

A special hearing was held before B. H. Myers of the Interstate Commerce Commission on February 22, at Toledo at which grain shippers alleged discrimination in grain rates. There were forty-five railroad companies represented by attorneys at the hearing and J. P. Mueller of Washington, D. C., acted as counsel for the Toledo grain men. President F. O. Paddock of the Toledo Produce Exchange was the principal witness. A complete rearrangement of freight rates on grain, and the establishment of Toledo as a primary market, was asked for. The grain dealers urged that a specific freight rate on grain be established from Toledo to eastern points by the railroads.

Attorneys for the roads asserted, however, that this would destroy the equalization of freight schedules among lake ports and that the grain men are fighting intercity competition by demanding that railroads establish an almost equal schedule of rates in Toledo and other lake ports, regardless of geographical position. A decision in the case is anticipated some time in May.

## CHANGES IN RATES

C. & A. Ry.—I. C. C. No. A-547, effective March 15, grain to Sheldon, Ill., from Streator, Rutland, Toluca, McNabb and La Rose, Ill., 10 cents (A).

Also I. C. C. No. A-535, effective March 15, wheat from Chicago, Brighton Park, Glenn Summit and Argo, Ill., to Memphis, Tenn.; Mobile, Ala., and New Orleans, La., 19 cents; Jackson and Meridian, Miss., 22 cents; Helena, Ark., 19 cents; Hattiesburg, Miss., 27 cents. All advances.

C. & E. I. Ry.—I. C. C. No. 2683, effective March 15, grain to Indianapolis, Ind., from Watseka, Woodland, Milford, and Alvin, Ill., and Worthy, Newport and Hillsdale, Ind., 10½ cents (A).

Also I. C. C. No. 2682, effective March 15, grain from Springfield, Starnes, Riverton, Dawson and Wickes, Ill., to Terre Haute and Vincennes, Ind., 8 cents; Evansville, Ind., 9 cents; from Champaign, St. Joseph, and Decatur, Ill., to Terre Haute, Ind., 7 cents; Vincennes and Evansville, Ind., 8 cents. All advances.

C. G. W. Ry.—I. C. C. No. 4889, effective March 15, flax, tow flax, straw and shives, Minneapolis, St. Paul and Minnesota Transfer, Minn., to Winona, Minn., 9½ cents; malt sprouts from Red Wing to Winona, Minn., 7½ cents.

Also I. C. C. No. 4890, effective March 15, flour and grain products from Council Bluffs, Iowa, Kansas City and St. Joseph, Mo., Leavenworth, Kan.; Omaha and South Omaha, Neb. (originating beyond, or manufactured at the above points from grain from beyond) to La Fayette, Monon, Oxford and Indianapolis, Ind., 17 cents (A).

C. C. & St. L. Ry. issue the following tariffs, all effective on March 15:

Supplement No. 2 to I. C. C. No. 4843, grain products from Chicago, Ill., to Bonfield, Booth, Coster, and Seneca, Ill., 6 cents (A).

I. C. C. No. C-6148, grain products, viz: feed, barley, bran, flax, wheat, etc., from Paris, Ill., to Addison Junction, Mich., 11½ cents; Akron, Ohio, 11½ cents; Albion, Mich., 11½ cents; Homer and Howard City, Mich., 11½ cents; Lawrenceburg, Ind., 9 cents. (All advances over former rates.)

I. C. C. No. 6147, grain and grain products, to Chicago, Ill., from Marshall, Ill., 11 cents; Ernst and Lawrenceville, Ill., 12 cents (A).

Supplement No. 5 to I. C. C. No. 4774, grain and products from Ashmore to Alton, Ill., 7 cents (A).

I. C. C. No. 6149, barley, corn, Kaffir corn, oats, rye and wheat, from Gillum to Pekin, 5 3/10 cents; Peoria, Ill., 5½ cents (A); Downs, Ill., to Pekin and Peoria, Ill., 5½ cents (A).

C. E. FULTON, Agent for various lines, issues Supplement No. 4 to I. C. C. No. A-87, effective March 15, rates on flour to Paducah, Ky., from Chicago,



Ill., and points taking same rates, 14 cents; from Milwaukee, Wis., 16 cents (A).

Also Supplement No. 6 to I. C. C. No. A-81, effective same date as above, corn, barley, grain screenings, oats and rye, from Chicago, Ill., and points taking same rates to Union City, Tenn., 22 cents; Martin, Gibson, Rives, and McKenzie, Tenn., 23 cents (A).

ILL. CEN. R. R.—Following tariffs all effective March 15; I. C. C. No. A-8335, barley, corn, oats, rye, wheat and grain screenings to Louisville and Owensboro, Ky., and New Albany, Ind., from Woodford, Ill., 12 cents; Panola, El Paso, Kappa, Hudson, Kerrick, Normal, Bloomington, Hendrix, Randolph, Heyworth and Wapella, Ill., 11 cents (A).

I. C. C. No. A-8346, grain, grain screenings and grain products, from Omaha, Neb., to Evansville, Ind., wheat, 19 7/10 cents; wheat flour, 21 cents; corn, rye, oats and barley, 17 55/100 cents; cornmeal, 20 cents (A).

I. C. C. No. A-8347, to Evansville, Ind., Culton, Dimmick, La Salle, Oglesby and Wenona, Ill., grain and grain products, 10 cents; to Henderson, Ky., from same points, 11 cents (A).

I. C. C. No. A-8349, to New Orleans, La., for export to European ports, from Effingham, Watson, Mason, Edgewood, Laclede, Farina, Kimmundy, Alma and Tonti, Ill., corn, 14 1/2 cents; oats, 15 1/2 cents; wheat, 15 cents (A).

I. C. C. No. A-8350, flour from Council Bluffs, Iowa; Omaha, and South Omaha, Neb. (originating beyond); to Indianapolis, Ind., 17 cents (A).

ILL. TRACTION SYSTEM—I. C. C. No. 127, effective March 15, barley, corn, oats, rye and wheat from Allentown, Besley, Broadwell, and Richmond, Ill., to Peoria and Pekin, Ill., 6 cents (A).

Also I. C. C. No. 126, effective same date, between Mackinaw, Ill., and St. Louis, Mo., and East St. Louis, Ill.; flour and articles taking same rates, 7 cents (A).

M. & St. L. Ry.—I. C. C. No. B-73, effective March 15, from Matherville, Doratha, Reynolds, Taylor Ridge, Milan, Rock Island, and Moline, Ill., and Davenport, Ia., to Boston, Mass.; grain, 21 cents; grain products, 23 1/2 cents; flour, 22 1/2 cents; to New York City, same rates. All when for export.

N. Y. C. & St. L. Ry.—I. C. C. No. 3313, effective March 15, grain and grain products from Chicago, Stony Island, Burnham, Ill.; Hammond and Osborn, Ind., to Ironton, Ohio, 13 cents (A).

WABASH R. R.—I. C. C. No. 3182, effective March 15, flour from Quincy, Ill., and Hannibal, Mo., to Cairo, Ill., and Evansville, Ind. (when destined to points to the southeast) 10 cents (A).

Also I. C. C. No. 3187, effective March 15, barley, oats, rye, wheat, between Auburn, Volentine and Kincaid, Ill., and Chicago, Ill., 9 cents; St. Louis, Mo., and East St. Louis, Ill., 7 cents (A).

C. R. I. & P. Ry.—I. C. C. No. C-9453, effective March 17, flour from Davenport, Iowa, to Rock Island, East Peoria, Farmdale, Crandall, Hoopes-town, East Lynne, and Clarence, Ill., 10 cents.

Also Supplement 15 to I. C. C. No. C-8765, effective March 17, bran, chop feed, grain screenings, oat hulls, oat dust, shorts and middlings from Salina, Kan., to Burlington, Kan., 11 cents; Council Grove, Kan., 6 1/4 cents; to Emporia from Abilene, Enterprise and Saline, Kan., 7 cents; Caldwell, 10 cents; Marion and Topeka, Kan., 6 cents.

A. T. & S. F. R. R.—Supplement to I. C. C. No. 6137, effective, state, March 21; Interstate, March 25; poultry food, from Denver to Canon City, and Radiant, 23 cents (R); Rockvale, Colo., 22 cents (R).

St. L. & S. F. R. R.—Supplement 14 to I. C. C. No. 6255, effective March 22, between Blazer, Mo., and St. Louis, wheat, 10 cents; flour, 12 3/4 cents; corn, 10 cents; East St. Louis, wheat, 11 cents; flour, 14 1/4 cents; cornmeal and corn, 11 cents.

C. L. & L. R. R.—I. C. C. No. 2879, effective March 22, from Chicago, Englewood, Ill.; Hammond, Ind.; Hegewisch, Pullman, and South Deering, Ill., to Baltimore, Md.; Newport News, Va., grain products (except flour), 17 cents; flour only, 17 cents; Boston, Mass.; New York (except flour), 20 cents; flour only, 19 cents; Philadelphia (except flour), 18 cents; flour only, 18 cents (A). Applicable only on export traffic.

C. & N. W. Ry.—I. C. C. No. 7419, effective March 25, from Fremont, Cedar Bluffs, Wahoo, Swedesburg and Ceresco, Neb., to Kansas City and St. Joseph, Mo.; Atchison and Leavenworth, Kan., wheat, 11 87/100 cents; corn, oats, barley and rye, 11 2/100 cents.

ILL. SOU. Ry.—I. C. C. No. 602, effective March 25, flour and mill feed from Chester, Evansville, Nashville, Reilly Lake and Sparta, Ill., to Paducah, Ky., 10 1/2 cents (A).

Mo. Pac. Ry.—Supplement No. 5 to I. C. C. No. A-1906, effective March 31, bran from Lawrence, Kan., to Auburn, Omaha, Nebraska City, Berlin, South Omaha and Walnut Hill, Neb., 12 cents; flour from Ellsworth, Kan., to Asbury, Joplin and Webb City, Mo., 15 1/2 cents.

A. T. & S. F. Ry.—Supplement No. 5 to I. C. C. No. 5687, effective March 31, to Galveston, Port Bolivar and Texas City, Texas (for export only) from Miltonvale, Sulphur Springs, Aurora and Concor-

dia, Kan., wheat, 27 1/2 cents; corn, 24 1/2 cents.

Also I. C. C. No. 6345, effective March 31, to Galveston, Port Bolivar, and Texas City, Texas (when destined to Mexican gulf ports, Central and South America, Puerto Rico, Cuba and Jamaica), from Kansas City, St. Joseph, Mo.; Atchison, Argentine, Leavenworth and Turner, Kan. (when from beyond), wheat 18 1/2 cents; corn, 17 1/2 cents.

C. R. & I. P. Ry.—I. C. C. No. C-9462, effective April 8, oatmeal from Muscatine, Iowa, to Galesburg, Ill., 10 cents.

M. & St. L. Ry.—I. C. C. No. B-80, effective April 1, wheat flour from Minneapolis, Minnesota Trans-

fer and St. Paul, Minn. (when from beyond) to Joplin, Mo., 21 cents; Pittsburg, Kan., 19 cents.

Also Supplement No. 13 to I. C. C. No. 2048, effective April 1, from same points as previous paragraph to St. Joseph, Mo.; Atchison, Kan., and Leavenworth, Kan., flour, 14 cents; flax seed, 10 1/2 cents; malt, malt sprouts and malt refuse, also refuse barley, 13 3/4 cents.

D. S. S. & A. Ry.—I. C. C. No. 2472, effective April 3, flaxseed from Duluth, Minn.; Superior and Superior East End, Wis., to Allegheny, Pa.; Buffalo, N. Y., 22 cents; Cleveland, Ohio, 19 1/2 cents; Detroit, Mich., and Toledo, Ohio, 17 1/2 cents. All advances.

## COURT DECISIONS

[Prepared especially for the "American Grain Trade," by J. L. Rosenberger, LL. B., of the Chicago Bar.]

### WHEN MORE OR LESS GOODS THAN ORDERED ARE SHIPPED

When a purchaser, upon receipt of goods, knows that the seller has shipped a less or greater quantity than ordered, he has the option, the Springfield (Mo.) Court of Appeals holds, in *J. A. Ruhl, Etc., Co. vs. Singleton*, (143 Southwestern Reporter, 529), to rescind the contract. To avail himself of such privilege, it is not necessary to return the property or to make any other disposition of it, but an offer to return or a notice to the seller that he holds the property subject to his order, or that he will not accept it, will answer the demands of the law. But when a less or greater quantity of goods are shipped and received than were ordered, and the same are accepted by the buyer, then he cannot rescind the contract. Any act done by the buyer which he would have no right to do unless as owner of the goods amounts to an acceptance. Even when goods are not ordered, but are voluntarily sent to one, his receipt of them and the exercise of ownership over them may constitute an acceptance and preclude his denying his liability for the price. So, if the shipment in question in this case included goods not ordered, or the order was "stuffed" by the salesman, as claimed, then, when the consignees notified the seller of that fact and that they held the good subject to its order, they did all that the law required, and were not liable for the surplus goods. They were under no obligation to unpack the goods or to devote special time to preserve the same, and neither had they the right to charge the seller therefor. If the goods, by remaining in the boxes, were liable to be damaged or destroyed, it would have been the seller's loss and not theirs. But when they unpacked the goods and placed them on their shelves, and sold them in the ordinary course of trade, and sent a letter promising to pay the account, they could not thereafter say that they were simply storing and caring for them for the shipper, although when they first received the goods they gave notice to that effect.

### BRIBERY OR GRAFTING IN BUSINESS

How the courts look at bribery or grafting in business, and its legal effect on contracts, is illustrated in a recent case where a company agreed, in its contract with one of its salesmen, to allow him to pay to persons unknown to it, a "bonus" of not more than a certain amount on its goods. The suit was brought by the salesman against the company to recover a balance claimed to be due on the contract. This leads the Supreme Court of Errors of Connecticut to say, (*Smith vs. Company*, 82 Atlantic Reporter, 569), that an agreement to pay a bonus is not necessarily a corrupt and unlawful one; but, if these bonuses were intended to be and were paid as bribes to purchasing agents to induce such agents to purchase the company's goods for their principals, or to afford such agents the opportunity of graft, which is the receiving of personal gain without rendering compensatory services, by persons holding positions of trust and confidence, and is but a form of bribery, if such were the purposes of these bonuses, this provision of the contract was intended to induce persons to violate the confidence reposed in them by their employers and principals. Such an agreement is opposed to honesty in business. It is contrary to public policy. It is illegal, and the time spent and the expense incurred by Mr. Smith, the salesman, in so accomplishing or attempting to accomplish sales, were as much a part of the illegal transaction as was the actual payment of the bonus itself. If such was the real character of this provision, he could neither recover for services rendered nor for expenses incurred, nor for bonuses paid in making the sales. The law will not compensate one for such an act, or for any act or service or expense whatever rendered or in-

curred in the accomplishment or attempt to accomplish sales by such methods. The promise to pay for such services is based upon an illegal consideration. Every contract the consideration of which is illegal is void, and so is every engagement which has such illegal contract as its basis, or which may properly be considered part or parcel of such contract. Neither courts of law nor equity are open to enforce such contracts. If both parties are equally culpable, the courts will leave them where they find them.

### LOSS OF PROFITS AS ELEMENTS OF DAMAGES

The question of whether a loss of contemplated profits is a proper element of damages to be allowed, the Supreme Court of Oklahoma says, in *Ft. Smith & Western Railroad Co. vs. Williams* (121 Pacific Reporter, 275), has ever been looked upon and treated by the courts as a vexed and difficult one. It has been, and will always be, impossible to lay down any fixed and definite rule correctly applicable in all cases. There has never been a rule established which was decisive and universally followed by the courts in all cases, but the inclination of the earlier authorities to hold that contemplated profits in and of themselves were improper elements of damages has given way under the riper wisdom of jurisprudence, and, instead of holding to the earlier limitation, the weight of modern authorities either holds or concedes that, where a loss of profits is not too remote or conjectural to be susceptible of computation with reasonable accuracy, they are proper elements of damages.

It is reported that R. D. Rorabaugh, grain dealer at Sheridan, Mo., has been declared a bankrupt.

The grain firm of Nathan F. Tufts & Sons, Somerville, Mass., has gone into the hands of a receiver, with assets, \$20,000, and liabilities, \$85,000.

On February 15, Assistant Chief Grain Inspector Saml. H. Smith of Chicago, was given judgment against James S. Templeton in a libel suit. The latter had charged Mr. Smith with neglect of duty.

The Equity Grain & Mercantile Company of Driscoll, N. D., has filed suit against the Northern Pacific Railroad for \$436, alleging that flaxseed of that value was lost in a carload shipment on July 20, 1912.

Jack Smith recently brought suit against the Crown Elevator Company at Fargo, N. D., alleging that grain shipped to the defendant to be sold on a commission basis, was sold during a general rise in prices and that he thereby lost from four to six cents per bushel. He was awarded his entire claim for \$350.

The Frontier Steamship Company, of New York City, has brought suit against A. D. Thomson & Co., of Duluth, Minn., for the recovery of \$841.63, which is claimed to be a part of shortage money paid by the plaintiff to a consignee in Buffalo. It is charged that negligence in loading a steamer resulted in loss of grain which was spouted into the slip instead of the hold.

Through the agency of the Claims Department of the Illinois Grain Dealers' Association two cases were satisfactorily settled during the February session of the McLean County Court. One was a judgment of \$358.80 against the Chicago & Alton Railroad Company for a shipper who lost that amount owing to an alleged delay of a grain shipment due to a lack of car doors. The other case was against the Illinois Central Railroad Company for discrimination in furnishing cars.

H. F. Herron & Co., feed and produce brokers at Pittsburgh, Pa., have been awarded a verdict for \$1,986.91, in their case against Henry & McCance. A peculiarity of the case is that it had been pending for more than 21 years and the interest which had accrued amounted to more than the original claim, which was \$853. The suit was entered in 1892 and placed at issue in 1911, when a verdict was rendered



the plaintiff for \$1,859.80. The case was then appealed and the final verdict has just been rendered.

Harvey C. Miller, a Philadelphia grain dealer, was found guilty of accepting rebates from the Merchants' & Miners' Transportation Company in the Federal Courts at Savannah, Ga., on March 8, and fined \$5,000 and costs.

[Special Correspondence.]

## PENDING GRAIN LEGISLATION IN NEBRASKA

BY T. A. BROWNE.

Two bills backed by the Farmers' Co-operative Grain Association of Nebraska and aimed at the "line" elevators of the state have been pushed along in the house of representatives until they are almost ready for consideration. The chances are that they will pass, and will become laws, unless they die in the general killing of bills at the end of the session in the senate. The legislature is rather partial to measures backed by the farmers' companies. These bills are H. R. 527 and H. R. 645.

H. R. 645 more closely defines what discrimination is than does the present law, by declaring it to be buying of grain at one point at a different price than is paid at another point, due allowance being made for the freight rates to market. And this provision is added, which is considered the chief point in the bill: "Proof that any person, firm, or corporation has been habitually and for extended periods of time discriminating between different sections, communities and cities by buying any product, commodity, or property of any kind, and paying therefor a higher rate or price in one section, community, or city than is paid for the same kind of product, commodity or product, by said party, in another section, community or city, after making due allowance for the difference, if any, in the grade, quality and actual cost of transportation from the point where the same is purchased to the market where the same is sold or intended to be sold, shall be prima facie evidence that the party so discriminating is guilty of unfair discrimination."

H. R. 527 provides that if complaint is made to the attorney general that any corporation is guilty of unfair discrimination, as defined in H. R. 645,

he shall investigate, and if he finds sufficient grounds may prosecute in the proper court for the annulment of the charter or the revocation of the permit of such corporation, and to seek an injunction forbidding them to do business in the state.

The lobbying for two bills is being done by the attorney for the Farmers' Co-operative Grain Association, and also by the secretary. The attorney is also prominent in the counsels of the dominant party in the legislature.

Two warehouse bills are also before the legislature in H. R. 640 and H. R. 857. The first is backed by the Farmers' Elevator Association and the latter by the "line" elevator companies and corporations. A house committee heard arguments and killed the "line" elevator bill, but has agreed to give another hearing.

The farmers' bill provides that before any elevator may store grain it shall secure a county license costing \$10 a year, and no grain shall remain in storage more than fifteen days. A bond is required of any such elevator in amount equal to the amount of grain that may be stored at any time. It is admitted that the measure is intended to discourage storing of grain, on the theory that the farmers' companies do not desire to go into this business, and find the competition keener when the competitor in the same town does a storage business.

H. R. 857, the "line" elevator bill, provides that all elevators shall be declared public warehouses, that the state railway commission shall regulate them, that they shall not refuse to store grain when asked to do so, that storage charges shall be fixed at 2 cents for fifteen days, one-half cent for each additional fifteen days up to three months, and three-fourths of a cent per month thereafter. It may not be more and may not be less than these figures. At any time the owner desires to sell, the warehouse, or elevator, shall have the option of delivering the grain or offering the price of that day on the Omaha Grain Exchange, less the freight charges and commission.

Public warehouses, by a present state law, must put up bonds of \$15,000 or more. Banks of the state are also backing the bill, in order to guard them when loaning money on stored grain by giving them warehouse receipts as collateral on such loans.

It is doubtful, at this late date, if either of the latter bills will become a law at the present session of the legislature.

the enlargement of the alfalfa mill, elevator and warehouses at Townley, N. J., where the capacity of the warehouse is now over 150 cars. The new firm will have a number of storage barges on the river, elevator and hay warehouses at Newark, N. J., and a half dozen markets in Manhattan, Jersey City and Brooklyn.

Two important modifications of the traffic regulations for the District of Columbia, announced recently, were concessions to the protests made by the farmers in the counties immediately adjacent to the District, who haul hay, straw and produce into the city. The requirement that a 30-day permit be procured from the superintendent of police before hay and straw be brought into the city has been withdrawn and also, the former regulation that no load should extend over three feet outside the line of the vehicle hubs.

## HAY PLentiful IN KANSAS

Although reports from the big markets indicate an expected shortage of prairie hay and the subsequent increase in price, reports from Kansas state that there is plenty of hay on the various markets and an abundant supply is still being held by farmers. Weighmaster Richard P. Dodds of Wichita says the supply is ample and furthermore farmers have quit using as much hay as they formerly did, and are using rough feed. They also have realized that alfalfa is better for all around use, and this has a tendency to increase the amount of prairie hay offered on the markets.

## NEW DIRECTORY FOR NATIONAL HAY ASSOCIATION

The official directory of the National Hay Association revised to January 1, 1913, has recently been sent by Secretary J. Vining Taylor. It is of a convenient vest pocket size, and contains the full membership of the body classified by states. The following names appear in the directory, of those who have joined since the last report:

McInnis & Sturges Milling Company, Meridan, Miss.; North & Son, Inola, Okla.; H. C. Blood, Minatare, Okla.; J. P. Olsen, Abbotsford, Wis.; Schroeder Bros. Company, Two Rivers, Wis.; Northwestern Flour & Grain Company, Eau Claire, Wis.; J. E. Armstrong, Scottsbluff, Neb.; T. F. Kenney, Scottsbluff, Neb.; Robert Kuehne Company, Seymour, Wis.; Saltzgaber & Douglas, Jim Falls, Wis.; Clinton & Froelich, O'Neill, Neb.; W. M. Palmer, Afton, Okla.; J. W. Allison, Afton, Okla.; Cox Bros. Milling Company, Afton, Okla.; T. L. Giles, Kelso, Okla.; K. A. Lightfoot & Sons, Kelso, Okla.; H. B. Campbell, Welch, Okla.; Keysaer & Keysaer, Latty, Ohio; W. B. Winters, Peoria, Ill.; Donnellson Elevator Company, Donnellson, Ill.; Hoosier Hay & Grain Company, Terre Haute, Ind.; C. R. Harper & Company, Jacksonville, Fla.; Chas. Rockwell & Company, Mt. Vernon, N. Y.; Gill-Davis Company, Atlanta, Ga.; Kansas Hay Company, Coffeyville, Kan.; Stockton & Lampkin, Warrensburg, Mo.; Louis Arel, Aston Junction, Que.; Marley & Company, Cumberland, Md.; Arthur Richardson, Clinton, Me.; E. B. Plummer, Little Rock Ark.; Dahlberg Brokerage Company, Montgomery, Ala.; J. W. Leigh & Company, Norfolk, Va.; Crawford & Baskerville, Roanoke, Va.; Ralph T. Birdsey Company, Macon, Ga.; Davis & Susong Company, Knoxville, Tenn.; Newton Elevator Company, Newton, Ill.; Joseph Bourgeois, Doucet's Landing, Que.; G. E. Drummond, Buckhannon, W. Va.; Fuller-Woolbridge Commission Company, St. Louis, Mo.; Mueller Grain Company, Peoria, Ill.; Ropes Bros., Salem, Mass.; S. D. Scott & Company, Norfolk, Va.

In a supplementary report, the secretary asks the co-operation of every member in attaining the 1,000 mark in membership. At the present time the standing in the membership campaign is as follows, the secretary's name being included as a matter of record only:

J. Vining Taylor, Secretary, Winchester, Ind.	61
J. D. Cole, Director, Kansas City, Mo.	3
Harry Winer, Chairman, State Vice President, Chattanooga, Tenn.	3
E. Wilkinson, President, Birmingham, Ala.	2
W. L. Harris, First Vice President, Inola, Okla.	2
L. W. Powers, Norfolk, Va.	2
Thomas Clinton, State Vice President, Buhl, Idaho.	2
W. C. Nothern, State Vice President, Little Rock, Ark.	2
J. V. Craig, State Vice President, Washington, D. C.	5
Omer Hebert, Ass't State Vice President	2
H. W. Smith, Buxton, Kan.	1
H. A. Bascom, Second Vice President, Boston, Mass.	1
J. L. Suttle, Mobile, Ala.	1
Probst & Kassebaum, Indianapolis, Ind.	1
Geo. Lopez, State Vice President, Lamar, Colo.	1
J. N. Russell, State Vice President, Kansas City, Mo.	1
A. J. Benoit, Ass't State Vice President, Mt. Johnson, Que.	1
S. L. Lewis, State Vice President, Knoxville, Tenn.	1
H. P. Pillsbury, Washington, D. C.	1
Fuller-Woolbridge Commission Co., St. Louis, Mo.	1
Fred Sproul, Eldorado, Kan.	1
Total	95

Owners of vessels at the head of the lakes are demanding a rate of 2½ cents for grain tonnage to either Buffalo or Chicago, during the first ten days of the season, while shippers are not inclined to offer more than 2¼ cents.

# HAY AND STRAW

It is reported that lack of rain in California may seriously affect the hay crop.

Rev. A. T. Jamison, Greenwood, S. C., will purchase broom machinery.

W. F. Moseley, Box 919, Charlotte, N. C., contemplates the installation of broom machinery.

The Piedmont Broom Works of Salisbury, N. C., is in the market for broom machinery and supplies.

On March 1, E. A. Dillenbeck completed his fortieth year in the hay business in New York City.

The Doig Company, hay and grain dealers, has been incorporated at Seattle, Wash., with a capital stock of \$10,000.

Governor Haines of Idaho has ordered a quarantine against the alfalfa products of the states of Utah and Wyoming.

The Ideal Milling Company, Moline, Ill., has recently organized and will handle hay and straw as a feature of its business.

The Bellefontaine Hay and Grain Company, Bellefontaine, Ohio, will discontinue its hay and grain business, but will continue in the coal trade.

J. Emerson Apple, who has leased the Robinson City Roller Mills at Robinson, Ill., will handle hay and feed in addition to the manufacture of flour.

Grant Miller & Son of Waynoka, Okla., have engaged in the broom corn business at Wichita, Kan. They have secured a warehouse 50x140 feet in size.

Several members of the Pittsburgh hay trade have been making inquiries concerning the establishment of a government station for the testing of artificially dried hay.

A company has been formed at Dodge City, Kan., for the purpose of erecting an alfalfa mill. The company is capitalized at \$5,000 and H. A. Cord is the president.

An accumulation of ice over the fields of Vermont accompanied by cold weather and lack of snow has made the farmers of that state fear for the hay crop of the coming season.

Theo. J. Macclinchey, for many years one of the leading hay brokers at Palmers' Dock, Brooklyn, N. Y., is now treasurer of the A. S. Baker Company

at Jacksonville, Fla., and devotes his time to the hay, grain and cotton seed department of that business.

Timothy hay from the Kittitas Valley in Washington is being shipped out from Ellensburg, Wash., at the rate of 50 carloads per week, and the entire crop of 55,000 tons will probably soon be cleaned up.

The American Grass Products Company has been incorporated at Jersey City, N. J., to manufacture food products from grass, hay, etc. It is capitalized at \$1,000,000 and the incorporators are J. B. Turner, L. H. Gunther and H. A. Black.

The Illinois Alfalfa Growers' Association held a meeting at Sterling, Ill., last month in connection with the State Farmers' Institute and elected officers as follows: President, A. P. Grout, Winchester, Ill.; secretary, H. A. McKeene, Springfield, Ill., and treasurer, C. C. Pervier.

J. U. McPherson, State Horticultural Inspector for Idaho, W. L. Carlyle, Dean of the Agricultural College of Idaho, and C. J. Sinsel, president of the Commercial Club at Boise, Idaho, recently went to California to confer with State Horticultural Commissioner Cook concerning the California ban on Idaho alfalfa. It is believed that the quarantine may be removed.

About 50 ranchers in the Kittitas Valley, Wash., representing nearly 20,000 acres of hay land, met at Ellensburg, Wash., on February 15 for the purpose of organizing a co-operative marketing company. About \$20,000 was subscribed and plans were formulated to raise \$75,000 for the establishment of a warehouse. Hay and grain raisers in adjoining counties will be asked to join the organization.

The American Hay Company of Brooklyn, N. Y., and the firm of Charles Schaefer & Son, hay and grain dealers, have amalgamated, and one of the conditions of the merger is that Wm. C. Bloomington, president of the American Hay Company, take charge of the hay department of Charles Schaefer & Son. It is said that during the past year the two firms handled between 16,000 and 20,000 cars of hay, grain, etc. One of the first results of the merger will be the enlargement of the plant of Charles Schaefer & Son. Work will also begin at once on



# BARLEY AND MALT

[Special Report.]

## CHICAGO BARLEY MARKET

BY A. L. SOMERS.

President Somers, Jones &amp; Co., Chicago.

The barley market since our last letter has changed but little for malting qualities, but has declined further for feed, the latter being the result of the lessening demand for export. Feed barley at present writing is 47 to 50 cents, mainly 47 to 49 cents, the outside being obtainable for extra weight qualities from the domestic trade.

The malting barley has continued in rather light supply and of ready sale, ranging 52 to 68 cents, with a good show for 70 cents for very fancy qualities. The sales are mainly at 54 to 65 cents. Maltsters and shippers bought freely and the tables are being cleaned up in good shape from day to day.

All indications point to a continued good demand and well maintained prices until after seeding, and possibly for some time beyond that. Should the crop start and soil conditions be promising, it is possible that the movement will increase sufficiently to weaken values during the late spring and early summer. We look for a good demand for the carry-over, however. Prices are low and there are already signs of investment buying for next year's consumption.

Prices of barley are so much lower than the average of the past three years that no great selling pressure need be looked for, as far as country holders are concerned. More will be fed on the farms and the movement from first hands will remain moderate.

Our information from California and other Pacific coast territory is only moderately favorable for the growing crops. The weather has been too dry, and, while there have been fairly good beneficial rains, the supply, especially in southern California, has been inadequate. It is not too late for further relief, however, and the trade has reasons to expect average results at least, based on the present outlook.

The carry-over there from the crop of 1912 is heavy and is being held at high prices. There is too much bull sentiment on the Pacific Coast, the result of high closing prices on the preceding crop, and we fear it will prove a boomerang if another average crop is produced this year. It will probably result in a decline to a point below the average of the past few years, especially so if the export demand proves less than expected.

The opening of the Panama Canal and transportation via the new route, with consequent lessened freight rates, may help prices and benefit growers

in the Coast territory, but it is a question whether the new route will be available until in 1914, too late to do the crop of 1913 much good.

## BARLEY IN GERMANY

There is at the present time a market for American barley in Germany for both malting and feeding purposes according to Consul General Robert P. Skinner of Hamburg. Importers of that city suggest that intending shippers in the United States supply samples and prices, whereupon they will make offers based upon existing conditions.

On November 19, Russian feeding barley had risen to \$22.13 per metric ton of 2,204.6 pounds, c.l.f. Hamburg, as against \$31.65 on September 17. This, however, was lower than prices paid a few days earlier. It is impossible to quote satisfactory prices on malting barley, as the variations run from \$2 to \$10 per ton, according to quality, color, and fullness of the grain. Brewers' barley is saleable only as to fine goods. For the increased offerings of middle qualities it is difficult to find sale at comparatively low prices.

In respect to general conditions, it is stated that the planted area of barley in Germany in 1912 was 3,927,946 acres, against 3,917,106 acres in 1911, and 3,880,609 acres in 1910. This year's crop of summer barley will exceed that of last year, the estimate of the *Tages-Zeitung* for 1912 being 3,250,000 to 3,500,000 tons, against 3,159,000 tons in 1911, and 2,900,000 in 1910. The quality of the grain varies, but in the main it is fairly satisfactory, medium full and heavy qualities prevailing. The albumen content on the average is  $1\frac{1}{2}$  to 2 per cent higher than in 1911. In consequence of the wet summer, the content of water in part is over 15 per cent. The grain has suffered much as to color, but perhaps less than was expected. Germination will be slower because of the high content of water in the 1912 crop, but this can be overcome by careful drying.

The Fond du Lac Malt & Grain Company, Fond du Lac, Wis., has filed an amendment to its articles of incorporation reducing its capital stock from \$100,000 to \$50,000.

According to reports, the visible supply of barley on March 1 was 2,600,000 bushels. The supply at the same time last year was 2,659,000 bushels or 59,000 bushels more than this year. The visible Canadian supply on March 1 was 2,832,000 bushels, an increase on the supply for the corresponding period last year.

around the shaft several times. Death ensued seven hours later.

Fire destroyed McKee Bros.' elevator at Westboro, Mo., recently and the loss on building and contents was about \$10,000. The house had a capacity of 10,000 bushels.

Erick Guttormson suffered a broken arm and leg and several crushed ribs when he was hurled around the shaft in the Equity Elevator at Walcott, N. D., on February 15.

A hay barn at Morristown, Tenn., owned by W. L. Seigler, was burned recently. The barn contained a stock of hay and the loss was estimated at \$1,000, covered by insurance.

Clark Tinney of Grand Ledge, Mich., may suffer the loss of several of the fingers on his left hand as a result of catching them in a bean polisher in the Doty & Doty Elevator.

An elevator at Success, Sask., owned by McEwan, Dougherty & West, was burned recently, together with several thousand bushels of grain. The building was covered by insurance.

W. H. Bramwell, manager of the elevator of the Baker-Crowell Grain Company, Ames, Kan., died on February 25 from burns received while thawing out the pump on the gasoline engine.

The grain and feed stock in the store of Jones & Hedgecock at Winston-Salem, N. C., was damaged by fire to the extent of \$3,500 recently. The damage was partially covered by insurance.

The engine room of the Farmers' Elevator at Murdock, Minn., was destroyed by fire on March 1. An overheated stove was the cause of the fire, the damage amounting to about \$1,000.

John Baca, an employee in the engine room of the elevator of the Merchants' Elevator Company at Minneapolis, Minn., was caught in a revolving shaft while oiling machinery and dashed to death.

The four-story grain house of the Michigan Central Railroad at Chicago was destroyed by fire on March 9, together with thirteen freight cars filled with grain, causing a total loss of \$125,000.

Firemen were called twice in one day to extinguish a fire in the Dellmar Elevator at Minneapolis, Minn. The blaze originated in dust under a conveyor which was ignited by a hot journal.

The mill and elevator of the Redcliffe Milling and Elevator Company at Redcliffe, Alta., were destroyed by fire recently and the total loss, including \$20,000 worth of wheat, was estimated at \$90,000.

E. C. McCorkle, an employee in the Wallingford Elevator at Wichita, Kan., lost the four fingers of his right hand last month, when he caught them in a cable that was used to pull grain cars in position.

Fire destroyed the recently completed bean elevator at Pine River, Mich., last month. The loss was estimated at \$7,500, partially covered by insurance. The house was owned by a stock company in Pinconning, Mich.

The new elevator at Arnold, Neb., owned by the Western Grain Company of Lexington, Neb., was destroyed by fire on March 1. A flour house adjoining the elevator was also consumed. The building and stock were partially covered by insurance.

Jack Markell, agent of the house of the St. Anthony and Dakota Elevator Company at Emerald, N. D., caught his hand in the elevator machinery recently and in his effort to release it, the other hand was badly injured.

The building and stock of the Lawrence Grain and Produce Company at Lawrence, Kan., was practically destroyed by fire recently, with a loss amounting to about \$10,000, partially covered by insurance. The property was owned by Park Hetzel and Chas. Elwell.

The elevator of Keckler & Schafer at Louisville, Neb., was destroyed by fire on February 25. The total loss on the building and equipment was \$6,000 with insurance \$4,000. The loss on the grain was \$900, fully covered by insurance. A contract has been awarded for a new house.

Fire destroyed the grain and feed warehouse of Joseph Landa at San Antonio, Texas, together with 150 carloads of hay and alfalfa on February 28. The fire was caused by spontaneous combustion and the loss amounted to \$25,000, with \$20,000 insurance on the building and stock.

Earl Bocock, manager of the Western Elevator Company, Butterfield, Minn., was burned in a gasoline explosion recently. He was about to start the engine and carried a can of gasoline in one hand and a torch in the other when the explosion occurred. The windows of the building were shattered and his clothes were ignited but the fire was extinguished before much damage was done.

The elevator at Raber, Ind., owned by C. C. Crowell, was completely destroyed by fire recently. The blaze originated in the cupola of the house and owing to inadequate facilities for fighting fire, the flames soon spread to the lower portion of the house. The loss was about \$10,000 with partial insurance. Steifel & Levi, grain merchants of Ft. Wayne, Ind., were operating the house under a lease and their

# FIRE S-CASUALTIES

The Northland Elevator at Kramer, N. D., was destroyed by fire last month.

The elevator of the Ely, Salyards Company at Rugby, N. D., was destroyed by fire.

The elevator at Utica, Ill., operated by Dunaway & Ruckrigel, was slightly damaged by fire.

The Tucson Hay and Grain Company at Tucson, Ariz., suffered a small loss by fire recently.

The elevator at Success, Sask., owned by McEwan, Dougherty & West, was destroyed by fire recently.

The house of the Neola Elevator Company at Steward, Ill., was somewhat damaged by fire recently.

John Akins' feed store at Pittsburg, Mo., was destroyed by fire, the loss on the building amounting to \$6,000.

The grain warehouse of the Prentiss-Brooks Company, Holyoke, Mass., burned recently, incurring a loss of \$7,000.

Fire damaged the hay storage house of Fred Shentel at Philadelphia, Pa., on March 2, entailing a loss of \$250.

The elevator at Aboite, Ind., was destroyed by fire on February 22. The house contained a small amount of grain.

The West Side Elevator at Wichita, Kan., owned by C. E. Gaunt, together with about \$1,000 worth of grain, was destroyed by fire on February 28. The

loss was estimated at about \$10,000 with \$5,000 insurance.

The elevator of the Dawson County Grain Company at Stipek, Mont., burned last month. The loss was covered by insurance.

The Andrews Elevator at Voss, N. D., was damaged by fire on February 26. The blaze originated from an overheated stove.

In a fire which partially swept the business district of Litchfield, Mich., on February 15, Herring Bros.' seed store was destroyed.

The elevator at Heartwell, Neb., owned by Frank Real, was completely destroyed by fire on February 21. The loss amounted to \$4,000.

A hay warehouse at Hershey, Pa., used by J. H. Moyer, was damaged by fire. The fire is supposed to have been of incendiary origin.

The house of the Cutler Grain and Coal Company at West Brookfield, Mass., was destroyed by fire on February 14, entailing a loss of \$1,500.

Thomas Chandler, an employee in the elevator at Supply, Okla., caught his hand in the machinery in the plant recently and amputation was necessary.

A grain warehouse of the Peoples' Coal Company, Charlotte, N. Y., was damaged by fire to the extent of \$600 recently. The loss was covered by insurance.

L. R. Winn, manager of the Trans-Mississippi Elevator Company at Anthon, Iowa, caught his clothing in the wheel of the engine and was whirled



loss on the grain was partially covered by \$1,000 insurance. Mr. Crowell carried \$3,500 on the building, and he will rebuild at once.

The Bristol Grain Company's elevator at Bristol, S. D., was destroyed by fire on February 15, causing a loss of about \$10,000, partially covered by insurance. The building contained between 5,000 and 6,000 bushels of wheat. The house was the property of Tom Strandness and was valued at about \$6,000.

The corn sheller in the Mote Elevator at New Madison, Ohio, recently flew to pieces while running at a high rate of speed. The sheller had been strained and somewhat damaged some time before the accident by a hammer which had entered the sheller with a load of corn.

Fire of unknown origin destroyed the elevator of Kriwanek Bros. at Denmark, Wis., last month. The house was filled almost to capacity with grain and the loss, including a warehouse also burned, will amount to about \$15,000, partially covered by insurance. The elevator and warehouse will probably be reconstructed.

For the third time in less than a year, property occupied by the G. W. Cissel Company, hay and grain dealers at Washington, D. C., has been damaged by fire. A warehouse, containing baled hay and straw, was consumed recently. The loss on the stock was between \$3,000 and \$4,000. The building was the property of the Washington Railway and Electric Company.

Property to the value of \$100,000 was destroyed when the grain, feed and coal establishment of George Egolf & Co., at Philadelphia, Pa., was burned on February 20. In addition to the four-story grain warehouse, the home of Mrs. Egolf, widow of the founder of the plant, was consumed. The conflagration is believed to have been caused by sparks

from a locomotive. A large quantity of hay and straw stored in the building hastened its destruction. Two horses attached to a feed wagon loading in the warehouse were burned to death.

John A. Irving's elevator at Anita, Iowa, was burned on February 19, together with about 7,000 bushels of grain. The fire was not discovered until the building was in flames and nothing could be done to save the structure. There was a total loss of about \$7,000 with \$3,000 on the grain and \$2,000 on the building. The house was built in 1878. Mr. Irving will probably rebuild.

The elevator at Earl Park, Ind., owned by Wm. Wilson and James Barr, was destroyed by fire, entailing a loss of about \$40,000. The fire is believed to have been caused by defective electric wires. The grain, consisting of 10,000 bushels of oats and 5,000 or 6,000 bushels of corn, was a total loss. The office building and the engine house were saved. The loss was partially covered by insurance.

The elevator of the Ely, Salyards Company at Aylmer (R. F. D. from Martin), N. D., was entirely destroyed by fire recently. The fire originated from a defective chimney and, although discovered almost immediately, lack of fire apparatus and a strong wind made it impossible to save the house. There was a small amount of grain in storage. The elevator was built last fall, shortly after the location of the new station.

A fire broke out in the warehouse of the Lathrop Hay Company at Hollister, Cal., on February 16, and damage amounting to about \$6,000 resulted. The fire originated in a stall partially filled with baled hay and the bales were gotten out as rapidly as possible. The warehouse is a sheet iron building 420x80 feet in size, and with its contents was valued at about \$60,000. One hundred tons of hay were entirely consumed and 200 tons were badly damaged.

thought to be a result of over-work which induced temporary aberration. Mr. Hodnett was 42 years of age and is survived by his wife and baby daughter and five sisters.

George R. Green, grain broker, died last month at his home in New York City, after a brief illness. Mr. Green was 56 years of age and early in life he engaged in the flour and grain trade. Later he became a grain broker, having been connected with the commission house of Milmine, Bodman & Co., for some time.

Captain John P. Croxton, vice-president of the Philadelphia Chamber of Commerce, recently became ill on the steamship Meganta, while enroute for Panama with his wife and a party of friends. He was stricken with paralysis and passed away soon after being removed to a hospital at Havana, Cuba. He was 70 years of age.

Sumner Bookwalter, for many years associated with the Minneapolis Chamber of Commerce in the capacity of state grain registrar, died at his home in that city recently. He had been engaged in the produce business. Mr. Bookwalter was born in Hallsville, Ohio, in 1858. He is survived by his wife, two sons, two daughters, and two brothers.

George Armstrong, aged 54 years, a well-known grain buyer and a pioneer of the Palouse country, died last month in the Sacred Heart Hospital, Spokane, Wash., from injuries sustained several days before when he fell from a high pile of sacked grain. For the past 12 years Mr. Armstrong had been in charge of the warehouses of the Pacific Coast Grain Company at Seltice, Wash. He is survived by two sons, two daughters and two brothers.

Joseph Ault Bolgiano, former head of the firm, Bolgiano & Son, seed merchants of Baltimore, Md., died at the home of his daughter on March 1, aged 77 years. For many years Mr. Bolgiano was the president of the Seed Trade Association of the United States and Canada. After the completion of his education, he entered the seed business with his father at Baltimore and about 15 years ago, turned the business over to his two sons. He was actively engaged in church work and in the financial institutions of his city. He is survived by a daughter and five sons.

## EXPORTS AND IMPORTS

The following is a statement of the exports and imports of various cereals, seeds, etc., for the month of January, 1913, and for the seven months ending with January, 1913, as reported by the Bureau of Statistics, Department of Commerce and Labor.

ARTICLES.	January		SEVEN MONTHS, ENDING JAN.	
	1912	1913	1912	1913
<b>Exports—</b>				
Barley, bu. ....	3,814	3,069,219	1,476,073	11,151,172
Buckwheat, bu. ....	21	10	170	170
Corn, bu. ....	7,646,203	11,317,340	24,445,734	19,057,976
Corn Meal, bbls. ....	63,328	39,082	271,277	224,577
Oats, bu. ....	71,584	2,052,487	1,030,377	31,214,109
Oatmeal, lbs. ....	572,462	6,473,674	6,397,740	19,684,220
Rice, lbs. ....	636,343	218,601	24,782,562	3,346,521
Rye, bu. ....	137,811	2,480	610,615	2,779
Rye Flour, bbls. ....	977	1,072	4,289	610,615
Wheat, bu. ....	2,042,713	8,441,184	25,375,792	63,265,574
Wheat Flour, bbls. ....	838,483	1,112,042	6,882,782	6,771,395
Bran, Millfeed, etc., tons. ....	12,436	799	76,032	3,834
Dried Grains, etc., tons. ....	3,941	3,652	41,092	39,009
Rice bran and polish, lbs. ....	2,634,694	163,520	9,151,368	10,602,060
Total Breadstuffs. ....	\$12,310,889	\$23,535,819	\$82,272,345	\$131,189,908
Glucose and Grape Sugar, lbs. ....	16,127,875	20,775,449	110,426,016	119,088,161
Hay, tons. ....	4,379	4,283	33,371	34,676
Oil Cake and Oil-Cake Meal. ....				
Corn, lbs. ....	2,684,160	4,821,467	37,970,725	39,334,771
Cotton Seed, ....	192,713,906	163,097,479	830,858,989	705,705,137
Flaxseed or Linseed, lbs. ....	78,616,134	100,651,528	338,540,175	469,464,143
<b>Vegetable Oil:—</b>				
Corn, lbs. ....	1,705,434	1,359,411	13,452,104	12,110,291
Cotton Seed, lbs. ....	66,055,456	41,032,391	240,454,459	171,490,526
Linseed, gals. ....	11,713	464,088	114,527	740,037
Clover Seed, lbs. ....	321,703	962,694	1,383,952	3,380,164
Timothy Seed, lbs. ....	439,685	2,424,689	3,441,127	12,183,384
Cotton Seed, lbs. ....	9,529,651	1,392,947	41,820,273	11,709,828
Flaxseed, bu. ....	12	23	137	16,005
Other Grass Seed, val. ....	\$127,191	\$60,043	\$476,706	\$365,707
Beans, etc., bu. ....	25,645	31,928	247,290	261,524
<b>Imports—</b>				
Corn, bus. since July 1, 1912. ....	444	5,757	11,677	877,023
Oats, bu. ....	11,422	9,951	28,162	667,513
Wheat, bu. ....	42,956	109,437	924,676	604,596
Wheat flour, bbls. ....	6,961	8,340	77,346	76,174
Rice, lbs. since July 1, 1911. ....				
Uncleaned, including paddy, lbs. ....	3,519,894	7,054,618	25,513,576	30,736,378
Cleaned, lbs. ....	2,317,950	3,260,347	9,653,666	15,427,152
Rice, Flour, Meal, etc., lbs. ....	6,531,137	7,084,331	66,671,659	72,715,404
Hay, tons, since July 1. ....	67,197	13,828	385,414	103,960
Castor Beans, bu. ....	151,395	2,294	552,139	506,910
Clover Seed, lbs. ....	4,346,995	1,440,047	19,671,290	15,032,010
Other Grass Seeds, lbs. ....	3,503,431	4,794,172	15,580,890	17,150,177
Flaxseed, bu. ....	828,532	562,893	2,880,988	3,066,723
Beans, etc., bu. ....	78,898	70,590	493,350	707,929

## OBITUARY

Merritt B. Pratt passed away at Owatonna, Minn., recently. For many years he had been a grain dealer in Minnesota.

John Wolfe, grain weigher at the Canton Elevator, Baltimore, Md., died on February 24 from typhoid fever, at the age of 57 years.

S. T. Haydon, senior member of the grain firm of Haydon & Barry, died at his home in Union City, Tenn., following a long illness.

William E. Sumner, a member of the firm of Sumner Bros., at Pecatonica, Ill., died on March 2 from acute meningitis. He was 43 years of age.

Abraham Stoner of Union Bridge, Md., died recently at the age of 88 years. He was one of the oldest members of the Baltimore Chamber of Commerce.

Barney Wiebold, who was seriously injured in the elevator of the Spellman Grain Company at Chester-vaile, Ill., died from the effects of his injuries recently.

E. S. Gilbert died at his home in Lincoln, Neb., on March 2, at the age of 96 years. He had been engaged in the grain business at Moline, Ill., for many years.

J. K. Gwynn, grain dealer, died at his home in Shenandoah, Iowa, on February 15. He had elevators in a number of Iowa towns. He leaves a wife, a son and a daughter.

Robert B. Price, formerly a member of the Chicago Board of Trade, died suddenly in Manitoba, Can., recently. Six years ago he left the grain trade to engage in the theatrical business.

Charles Baker, recently connected with the Rock Milling & Elevator Company at Hutchinson, Kan., passed away in Portland, Ore., where he had gone to regain his health. He was 57 years old.

Harry K. Cochran, one of the leading grain dealers of Arkansas, died at his home at Little Rock, from heart trouble. He was the head of the H. K. Cochran & Sons' Mill & Elevator Company.

Thomas F. Dunton, a retired broom corn commission merchant, died at his home in Chicago on March 1. Mr. Dunton was 84 years of age and had lived in Chicago for 50 years. He was also formerly identified with the grain interests of Chicago and the middle western states.

Gurdon G. Moore, 71 years of age, passed away at his home in Evanston, Ill., on February 17. He had been a member of the Chicago Board of Trade for 35 years. Mr. Moore was born in Troy, N. Y., in 1840, and served as a lieutenant in the Tenth New York Infantry during the Civil War. Many years ago he was a member of the firm of Marble, Moore

& Co., and of late years, had been connected with several grain and stock houses in Chicago.

James Butler, one of the organizers of the Farmers' Co-operative Grain & Elevator Company, Topeka, Kan., died recently, aged 57 years. His company erected a number of elevators in Kansas and Nebraska towns.

A. H. Lytle, grain dealer at Beach, N. D., was instantly killed on March 4, when an automobile he was driving struck a rut in the road, turned turtle and crushed him beneath it. Mr. Lytle is survived by a wife and two children.

Wm. B. Herrick, a member of the Boston Chamber of Commerce, and well known in the grain trade, died on February 24, following a long illness. Mr. Herrick was 76 years of age and had retired from the grain business about five years ago.

John M. MacBerney, a former member of the Commercial Exchange of Philadelphia, Pa., died at his home in that city recently. At one time he was head of the firm of J. M. MacBerney and several years ago he was prominent in the grain and flour business.

Frank C. Yule, for many years in charge of the Canadian wires on the Chicago Board of Trade, passed away at his home in Chicago on February 16, after a brief illness. Mr. Yule was a favorite among the telegraphers at the main office, as well as throughout the country.

Norman P. Teague, aged 32 years, died on February 18 at a sanitarium in Houston, Texas, after an illness of several months. His home was in Rosenberg, Texas, where he was general manager of the Rosenberg Elevator Company. He is survived by his widow and five children.

Finley Acker died at his home in Germantown, Philadelphia, following an attack of acute Bright's disease, at the age of 56 years. He had recently been elected president of the Philadelphia Chamber of Commerce, and was an old member of the Philadelphia Commercial Exchange.

Frank D. LaLaune, aged 65 years, died at his home near Philadelphia, recently, following an attack of heart trouble. He was president of the National Board of Trade, vice-president of the Philadelphia Board of Trade and a director of the National Rivers and Harbors Congress.

A. W. Hodnett, a well-known grain merchant at Atlanta, Ga., committed suicide on February 18 by shooting himself. For a number of years Mr. Hodnett was a member of the Duncan-Hodnett Grain Company and was regarded as one of the most successful business men of Atlanta. Quite recently he had engaged in business for himself. His death is



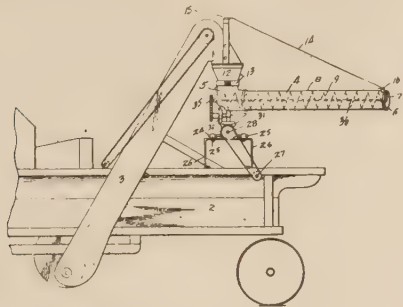
## GRAIN TRADE PATENTS

Issued on February 11, 1913

Drier for Seed Corn.—Richard C. Bryant and Jess M. Darling, Roanoke, Ill. Filed April 20, 1912. No. 1,052,457.

Swinging Conveyor.—Charles L. Gardner, Peoria, Ill. Filed October 24, 1910. No. 1,052,579. See cut.

Claim.—The combination with a swinging conveyor and a drive shaft therein, of a support for the conveyor and driving connection for the auger, the support comprising a spindle connected with the



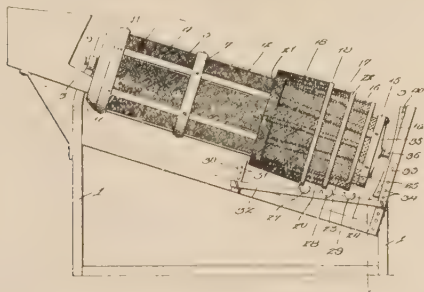
conveyor and depending therefrom and provided with a laterally extending stub shaft, a sleeved bracket on said spindle provided with a laterally extending stub shaft, and a block set upon said spindle for abutment with the bracket, the driving connection for the auger comprising a composite sprocket and level gear upon the stub shaft on the spindle bracket and adapted to be driven through said sprocket, a composite sprocket and gear upon the stub shaft on the spindle, a sprocket wheel on the auger shaft connected to be driven from the sprocket on the last named composite sprocket and gear and a double bevel gear loose on the spindle and meshing respectively with the bevel gears on each of the composite sprocket and gears.

Issued on February 18, 1913

Pneumatic Conveyor.—Guido E. Lob, Chicago, Ill., assignor of one-half to the Consumers' Malting Company, a corporation of Minnesota. Filed September 15, 1909. No. 1,053,412.

Grain Cleaner and Separator.—Henrik C. Liden, Thief River Falls, Minn. Filed April 2, 1912. No. 1,053,410. See cut.

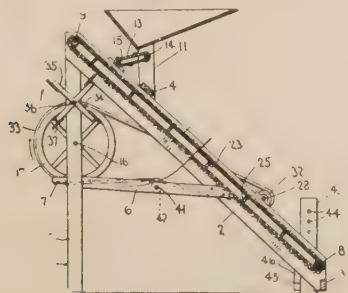
Claim.—A separator and cleaner including a supporting frame, a cylinder mounted in the frame, means carried by the frame for holding the lower



end of the cylinder at different elevations, a plurality of screens mounted on said cylinder at the discharge end thereof, spaced uprights mounted in said frame, each of said uprights being provided with a vertical series of openings therein, bars extending longitudinally of the frame between said uprights, a plurality of spaced parallel spouts arranged transversely upon the upper edges of said bars and in alignment with the discharge ends of said screens and pins disposed in the opposite ends of said bars and adapted for engagement with the openings in said uprights whereby said spouts may be adjusted at different elevations independent of the cylinder.

Grain Separator.—Leopold de Vos and Anton F. Sanders, Minneota, Minn. Filed June 10, 1912. No. 1,053,791. See cut.

Claim.—In a separator, the combination with a frame having upright supports, a frame the upper end of which is movably secured to the same, an



endless traveling, feeding and distributing mechanism carried by the frame upon which grain is adapted to be deposited, a separating apron, a beater revolvably mounted in said supports below the apron but out of contact therewith, means for depositing grain upon the apron, and standards carried by the

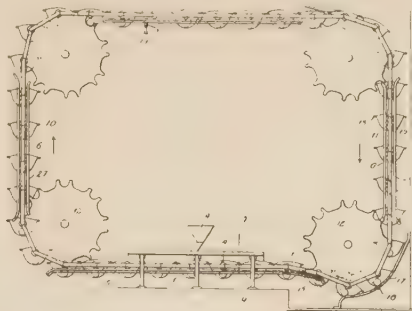
lower end of the apron carrying frame and adapted to adjustably support the same in respect to the beater and grain depositing portion of the machine.

Issued on February 25, 1913

Grain Door for Cars.—Joseph Klinkhammer, Hopkins, Minn. Filed June 29, 1912. No. 1,054,213.

Conveyor.—George H. Mueller, Columbus, Ohio, assignor to the Jeffrey Manufacturing Company, Columbus, Ohio, a corporation. Filed April 8, 1908. No. 1,054,305. See cut.

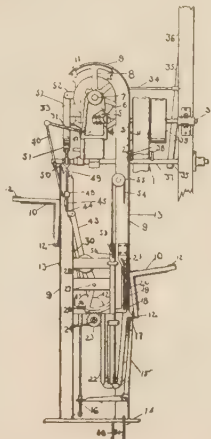
Claim.—In a pivoted bucket conveyor, the combination of guiding devices, an endless chain, buckets pivotally mounted therefrom and having over-lapping lips, a wheel on each bucket in vertical



alignment with the axis of suspension of the bucket, a guide rail adjacent to a curved section of the path of the conveyor in the rear of a horizontal section and adapted to engage the said wheels to tilt the bucket rearward, the guide rail being substantially concentric with the said curved section of the path of the conveyor, and means for inclining the buckets upwardly in advance of the tilting mechanism.

Elevator.—Allen C. Brantingham, Toledo, Ohio. Filed March 7, 1910. No. 1,054,273. See cut.

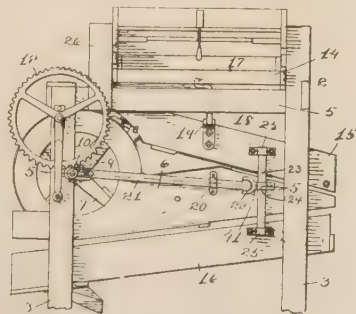
Claim.—The combination with a normally continuously traveling belt elevator having flights pivoted thereto, driving means for the elevator, and a driver



for the means, of a stop device including mechanism actuated by a flight to disconnect the driver from the means and then lock the means, and a guide device normally shunting the flight to avoid the stop device.

Grain and Seed Separator.—Alfred G. Paxton, Dublin, Ind. Filed July 31, 1912. No. 1,054,605. See cut.

Claim.—In a grain cleaner and separator, a removable transversely reciprocating upper screen shoe, a middle longitudinally reciprocating screen shoe below the upper shoe, a lower longitudinally reciprocating

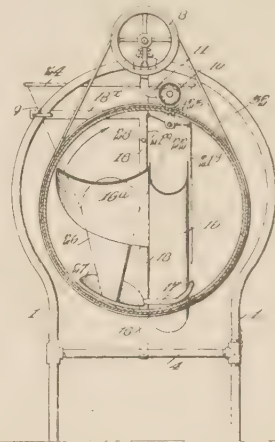


grading screen shoe below the middle shoe, a hopper normally delivering to the upper shoe and having adjustment vertically and at right angles to deliver to the middle shoe when the upper shoe is removed, means for reciprocating the upper and lower shoes, and means for reciprocating the upper shoe from said middle shoe.

Wild Oats Separator.—Albert Hoiland, Nome, N. D. Filed September 30, 1912. No. 1,054,549. See cut.

Claim.—In a wild oats separator, a rotatable inclined drum open at both ends, means on the interior of the drum for engaging projecting portions of certain of the grains for elevating the latter, a frame, a scraping device carried by said frame and ar-

ranged to extend through the drum, an inclined delivery chute disposed beneath said scraping device,



and a shield suspended by said frame on each side of said chute.

Scale Tester.—John T. Boswell, Kansas City, Mo., assignor to Laura Boswell and Grace Boswell, Kansas City, Mo. Filed March 20, 1911. No. 1,054,168.

Issued on March 4, 1913

Apparatus for Cleaning Seeds.—Herman Becker, St. Saviours, Isle of Jersey. Filed September 7, 1912. No. 1,055,121.

## CROP REPORTS

That Kansas will yield 100,000,000 bushels of wheat this year is the prediction of Henry Lassen, president of the Kansas Milling Company at Wichita.

An official report makes the area sown to wheat in India, 9,706,000 acres this year, against 9,274,000 acres last year. The condition of the crop runs from 90 to 95 per cent.

The Ohio report for March makes the condition of wheat, 88 per cent, against 90 per cent in January, 63 per cent last March and 43 per cent in July, when the crop was only 10,000,000 bushels.

A cablegram dated February 22, 1913, from the International Institute of Agriculture, Rome, Italy, received by the United States Department of Agriculture, gives the following information: The estimated production of corn in Argentina this season is 196,842,000 bushels, or 66.5 per cent of last season's production.

A small worm, the larva of the crane fly, is reported as doing damage in the grain fields in various parts of California. No satisfactory remedy has been found but where the damage is severe the fields are plowed up and left idle a year, which destroys the feed of the worm and prevents its appearance the following season.

C. A. King & Co. of Toledo, Ohio, in a special report on the Oklahoma crop say: "Condition of growing wheat plant, 84.8, compared with 83.6 in February, 75 in March, 1912, and 74 last July. Wheat in farmers' hands, 9.1 per cent, corn 31, and oats 21.4. Last month the wheat on the farms was reported at 10 per cent, corn at 44, and oats at 28. Soil condition, 87; year ago, 92."

B. W. Snow says that at this period of the year the Hessian fly is passing the winter in the shape of the egg deposited under the sheath of the plant before the freeze-up came last fall. "There can be nothing new in plant appearance at this date," stated Mr. Snow, "when both vegetable and insect life is in a state of suspended animation, to show the presence of the fly. The talk now going the rounds of the multiplication of the fly, with temperatures ranging as they have lately, is nonsense."

The following crop report was received during the past week by Ware-Leland: "Crop prospects all through central and eastern Kansas from what we can learn are very good indeed. In fact, the entire State of Kansas has a better prospect this time of the year than the average prospect in years passed. The weather with us is turning off warm and the snow is melting and all the moisture going into the ground, where it will do some good. We see nothing in store for the bulls to work on to advance wheat prices as far as prospects for a new crop are concerned in Kansas."

A crop report gathered for the Illinois Grain Dealers' Association by Secretary S. W. Strong was made up from reports from 491 stations, in 57 counties, north of the Big Four Railroad, St. Louis to Terre Haute, including the counties of Lawrence, Wabash and White and excluding the counties of Cook, Lake, Kane, Dupage and McHenry. Three hundred and seventy report wheat acreage at 73.02 per cent of last years' sowing. Three hundred and fifty-seven report condition of growing wheat crop at

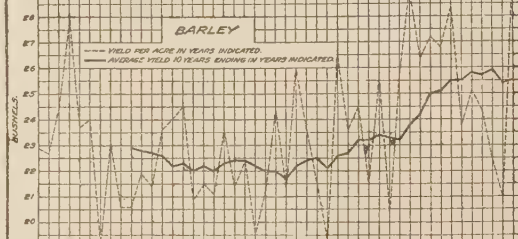
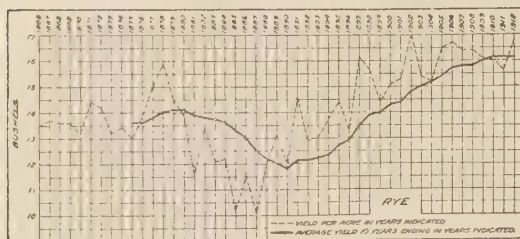
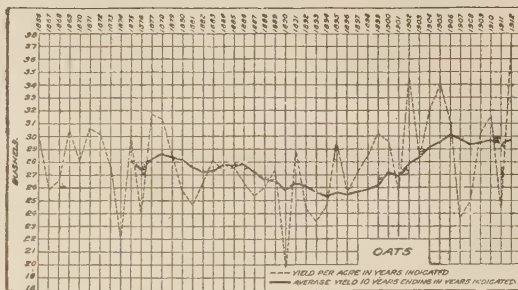
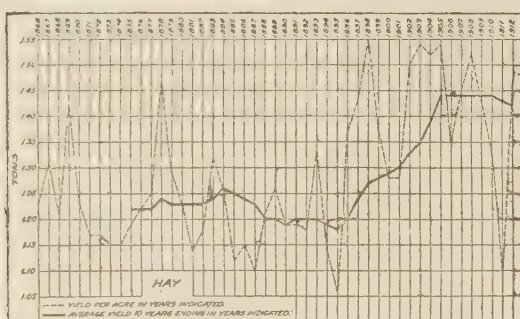
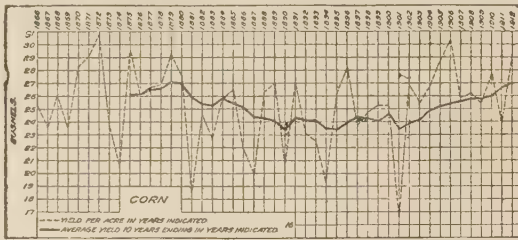
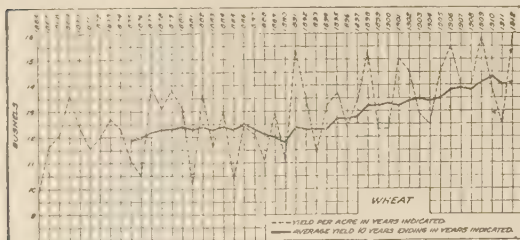


102.75 per cent. Four hundred and seventy-nine report corn reserve at 40.98 per cent, with total of 174,626,000 bushels. Four hundred and fifty-one report oats reserve at 28.46 per cent, with total of 52,003,000 bushels.

### CROP YIELDS ARE INCREASING

The yield per acre of crops in the United States varies quite widely from year to year, as is well known, and the recent assertions by supposed au-

ment graphically, were published recently in the *Crop Reporter*. Six of these charts, showing the yearly change and average change of yield per acre for the more important crops, wheat, corn, oats, rye, barley and hay, we have reproduced. As will be seen on examining each separate chart, the number of bushels yield are plotted vertically and the respective years from 1868 to 1912 are plotted in a horizontal direction. The dotted lines represent the yields for the years indicated while the black lines show the average yield for a period of ten



CHARTS SHOWING CROP YIELDS PER ACRE IN THE UNITED STATES

thorities, to the effect that this yield is diminishing annually, have been productive of uneasiness. To quiet such fears, the government records can be resorted to. A careful study of the crop yields, according to statistics, indicates a diminishing tendency only during the period between 1870 and 1890. For the past twenty years, the yields have increased. That is, taking into account the wide variations due to the changes in seasons, when the averages for a number of years are grouped together, the results show an upward rather than a downward tendency.

Some very interesting charts, showing the move-

years. The last line is the one from which the important conclusions must be drawn.

The downward tendency, until about 1890, is well illustrated and since that time an upward trend, is strikingly shown. The recent tendency toward enlarged production per acre is general throughout the United States. It is not due to a shifting of production from one section to another. For the United States as a whole, and for most States, it can not properly be said that yields are diminishing. In most civilized countries of the world the yield per acre of crops has been tending upward in recent years.

## PERSONAL

Gerrit Goedhart has taken charge of the Northwestern Elevator at Jasper, Minn.

B. Frank Eby, of the grain and feed firm of Jonas F. Eby & Son, Lancaster, Pa., has been seriously ill.

Capt. J. O. Foering has been reappointed chief grain inspector by the Philadelphia Commercial Exchange.

Arla Cuppy, grain dealer at Humbolt, Ill., and Miss Maude Munson were married at Lakewood, Ill., on February 26.

E. W. Anderson has been engaged to succeed M. C. Barry as manager of the Andrews Grain Company at Detroit, Minn.

V. J. Olson of Bishop Hill, Ill., has accepted a position as manager of the Farmers' Elevator Company at Grinnell, Iowa.

James Devlin, traveling representative for McDonald & Co., grain and feed merchants at Baltimore, Md., has been ill in the Mercy Hospital at Baltimore, suffering from aphasia.

George M. Davies, assistant superintendent of the St. Anthony Elevator Company, Minneapolis, Minn., has been appointed terminal elevator inspector for

the Minneapolis Chamber of Commerce, to succeed the late J. R. Brown.

Edward L. Glaser, president of the Rosenbaum Bros.' Grain Company, Chicago, Ill., has returned from a trip to California.

Murray Gilbert, manager of the elevator of the Russell-Miller Milling Company, Clyde Park, Mont., has mysteriously disappeared.

F. C. Tenny, president of the Stinson-Tenny Company, grain dealers at Minneapolis, Minn., recently underwent an operation for appendicitis.

W. F. Sackett of Rushsylvania, Ohio, will remove to Horton, Ohio, about April 1, to operate an elevator which he purchased some time ago.

Watson W. Walton, head of the hay, grain and feed firm of Walton Bros., Philadelphia, has been touring the South, including a trip to Panama.

C. W. Austin has been made grain agent of the Erie Railroad at New York City. He was formerly traveling freight agent for the line, with headquarters in Chicago.

Charles H. McLoughlin, formerly associated with the grain firm of Giggs & Robinson, New York City, which recently dissolved, is now with Ames, Brooks

& Co., grain shippers. Mr. McLoughlin succeeded Fred A. Heywood.

Colonel Fred D. Gardner, a brother of William A. Gardner, the well-known Chicago grain man, is being pushed for the office of mayor of St. Louis, Mo.

C. A. May will succeed Ralph Gunkleman as manager of the Farmers' Elevator Company at Twin Bridges, Mont., the change to take place on April 1.

W. Henry McKeown, who is connected with the grain firm of Vance & Elmore at Ashland, Ill., was married to Miss Edistina Beggs on February 26.

J. P. Jones, manager of the Empire Elevator Company at Fort William, Ont., has been appointed to succeed F. E. Gibbs on the Dominion Grain Commission.

The engagement has been announced of Miss Alma E. Haas, owner of the A. E. Haas Grain Company at St. Louis, Mo., to Dr. Morris Van Der Hack of Streator, Ill.

Jesse Nebergall, who has been connected with the Equity Elevator Company at Liberal, Kan., is now manager of the Hugoton Warehouse & Elevator Company at Hugoton, Kan.

W. N. Wimmer has resigned his position as manager of the Neola Elevator Company at Perry, Iowa, owing to ill health and he has been succeeded by a Mr. Orris of Ottawa, Ill.

William Grauerholz, who has been manager of the Farmers' Grain and Elevator Company at Kensington, Kan., has resigned his position and will be succeeded by John Maulsby, formerly with the Kensington Flour Mills.

## For Sale

[Copy for notices under this head should reach us by the 12th of the month to insure insertion in the issue for that month.]

### ELEVATORS AND MILLS

#### HOW TO SELL YOUR ELEVATOR

If you wish to sell your elevator promptly and quietly, write me, giving all the information. Mu be worth the money. JAMES M. MAGUIRE, Campus, Ill.

#### ELEVATORS FOR SALE

Have a nice lot to select from at prices from \$2,000 up. Write and let me know how much you wish to pay. Am sure I can suit. JAMES M. MAGUIRE, Campus, Ill.

#### MUST SELL TO CLOSE ESTATE

A 10,000-bushel modern elevator, not two years old. Capacity easily doubled, if desired. Rich wheat country; big flour business; seed, feed, fuel and good side lines. On Wabash R. R. in Missouri. MODERN ELEVATOR, Box 2, care "American Elevator and Grain Trade," Chicago, Ill.

#### FINE TERMINAL PLANT FOR SALE

Grain Elevator property for sale at Harvey, Ill., on Grand Trunk Railroad. Description: 10 fire-proof storage tanks, capacity 250,000 bushels; bleaching tower; boiler house and boiler; office; motors; machinery; electric switches; concrete foundation for working house, etc. Direct and belt connections with all railroads. Address H. W. ROGERS & BRO., Western Union Bldg., Chicago, Ill.

#### FLOUR AND FEED MILL FOR SALE

A 50-barrel steam roller mill in good wheat and dairy country. Mill in good condition and equipped with modern machinery. Located in southern Indiana in fine town; good schools and churches. Have fine trade established. Will sell two-story house in connection, if desired. Excellent opportunity for some one. Write for full information. INDIANA, Box 1, care "American Elevator and Grain Trade," Chicago, Ill.

### MACHINERY

#### FOR SALE

A 40-horsepower St. Mary's Oil Engine; new, used seven months; price \$650. GEO. A. PERKINS, Fowlerville, Mich.



## MACHINERY

### A SNAP

Six-horse gasoline engine, nearly new; two-horse gasoline engine, new; jetting tools, nearly new. E. W. EATON, Bowbells, N. Dak.

### GASOLINE ENGINES FOR SALE

Power users—write for our big bargain list of used gas and gasoline engines before you buy. BADGER MOTOR CO., Milwaukee, Wis.

### FOR SALE

One No. 8 Bowsher Feed Mill, nearly new.

One Richardson Automatic Scale, nearly new.

Write for further information. W. J. MASSEY, Price's, Md.

### FOR SALE

One 25-horsepower, Otto Gasoline Engine, in good running order. Price, with battery ignition, \$350; magneto ignition, \$375. THOMPSON & SONS MFG. CO., Beloit, Wis.

## Miscellaneous Notices

[Copy for notices under this head should reach us by the 12th of the month to insure insertion in the issue for that month.]

### FOR QUICK SALE

An 8,080-acre stock ranch for half its value. For further information, address the owner, A. J. JOHNSON, Merchants' National Bank Bldg., Springfield, Mo.

### POSITION WANTED

As manager of a country elevator, by a young man with two years' experience. Best of references. K., Box 3, care "American Elevator and Grain Trade," Chicago, Ill.

### BURLAP BAGS WANTED

All sizes of heavy bags for grain. Send samples and prices to THE RAYMOND P. LIPE CO., Toledo, Ohio.

### TEXAS BARGAIN

A 900-acre stock farm on river. Best country home in this part of Texas. All or part; terms M. H. FRANCIS, Anson, Tex.

### BURLAP BAGS AND BURLAPS WANTED

New or used, plain or branded, of every kind. Grain bags, sample bags, etc. Best prices paid for second-hand bags. WM. ROSS & CO., 409 N. Peoria St., Chicago, Ill.

### FOR SALE

Citrus fruit and agricultural land on gulf coast. Healthiest place in Florida. Thirty dollars an acre. Easy terms. Free literature. Investigate. PORT RICHEY COMPANY, Tampa, Florida.

### WANTED

A competent draughtsman and cost estimator for grain elevator work. A permanent position for the right party. Must show references and give names of parties for whom work has been done and completed. DRAUGHTSMAN, Box 3, care "American Elevator and Grain Trade," Chicago, Ill.

## MISCELLANEOUS NOTICE

### FOR SALE

Irrigated farm, 175 acres, with first-class water right, well improved. Four and one-half miles pig-tight fence. Fifty-five acres alfalfa, balance plowed. Terms easy. E. J. BISHOP, Owner, Mesita, Colo.

### WANTED

Position as manager of an elevator in a town where there are good schools. Illinois, Iowa or Missouri preferred. Age 34, steady, and have had seven and a half years' experience at one station. Can give good references. J. E. RAYMOND, Walnut Grove, Ill.

### WANTED

An experienced grain man with ability to take an interest and assist in operating our grain business. We have an up-to-date elevator located in Waco, with plenty of money to carry on the business. Will sell half interest for \$15,000, on easy terms if secured. We commence operating the elevator within the next 10 days. BRAZOS MILL & ELEVATOR CO., Waco, Texas.

### CHOLERA PROOF HOGS

I have more than 5,700 swine on my farm and am selling grade Yorkshire, Tamworth, Poland-China and Duroc brood sows, boars and shoats in any quantity at best Buffalo market price for fat Yorkers on day of sale. Sows to farrow soon included. These hogs are not fat, are cholera proof and prolific breeders. Pigs that are six to ten weeks old at \$3 to \$4. ALVAH BROWN'S PIG FARM, Grand Rapids, Mich.

## Grain and Seeds

### SEEDS FOR SALE

Red and Mammoth Clover Seed, Whippoorwill and New Era Cow Peas. HORNER ELEVATOR & MILL CO., Lawrenceville, Ill.

### FOR SALE

Alfalfa seed and sweet clover seed, finest quality. Write for samples. SEVIER VALLEY MERCANTILE CO., Salina, Utah.

### FOR SALE

Alfalfa seeds, highest grades; also red clover and timothy seeds. Write us. C. A. SMURTHWAITE GRAIN & MILLING COMPANY, Salt Lake City, Utah.

### GRAIN FOR SALE

Cane seed and kaffir corn. We are contracting sales on new crop now. Get our prices. F. G. OLSON, Mgr. Grain Dept., O. W. Cox, Woodward, Okla.

### BUCKWHEAT WANTED

We are in the market for buckwheat in any quantity; car lots and less. Mail sample and quote lowest price f. o. b. your station. H. J. KLINGLER & CO., Butler, Pa.

# 1913

The Wagner Letters of 1913

will follow the crop raising season with advance reports. Your attention and business is requested. Correspond. Send for May 1913 wheat and corn circulars.

E. W. WAGNER & CO., 99 Board of Trade, CHICAGO.

## GRAIN AND SEEDS

### CHICKEN GRAIN WANTED

Mail samples and quote car lots off-grade wheat, rye, barley, millet, kaffir, milo and cane seed. STRATTON & RUSSELL, Wholesale Grain and Commission, Memphis, Tenn.

### FLOUR AND MILL FEEDS

Mixed cars of flour and mill feeds in 100-pound sacks are our specialties. Would like to send you a trial order to convince you of the superiority of our products. ANSTED & BURK CO., Springfield, Ohio.

### NORTHERN GROWN SEEDS FOR SALE

Northern Illinois grown Seed Corn, all standard varieties. Tests 96 to 100 per cent. Also Northern grown Soy Beans, Cow Peas, Canada Field Peas, Alfalfa, Clovers and Sand Vetch. Write for delivered prices. L. C. BROWN, La Grange, Ill.

### FOR SALE

Canadian field peas \$1.65 per bushel in car lots or less, sacks included. Red Clover, Crimson Clover, White Clover, Alsike Clover, Timothy, Red Top, Orchard Grass, Kentucky Blue Grass, Rye Grass, Sorghum, Dwarf Essex Rape, Sunflower, Hemp, Bird, Millet, Kaffir Corn, Milo Maize. Crushed Oyster Shells, \$7 per ton in ton lots, or \$6 in car lots. Write for prices and samples. BOLGIANO'S SEED STORE, Baltimore, Md. [In answering please mention the "American Elevator and Grain Trade."]



Largest Dealers of  
**ALFALFA SEED**  
in the World

Wisconsin Grown Red and  
Alsike Clover and Timothy.

**Rosenberg & Lieberman**  
MILWAUKEE, WIS.

Founded 1860

## SEEDS WANTED

We solicit correspondence from shippers or dealers who are in position to offer us, or can secure for us, Timothy, Red, Alsike or Alfalfa, Clover, Millet, Red Top or other Field Seeds. Write us, with crop news, samples, and other information as to production of seed and approximate values in your section. Please refer to this advertisement.

**ILLINOIS SEED CO.**

1521-1535 Johnson St.

CHICAGO, ILL.

## ROOFING AND SIDING

### SYKES STEEL ROOFING CO.

114 W. 19th Place, Chicago

MAKERS OF FIREPROOF WINDOWS



WE manufacture all gauges of corrugated iron, either painted or galvanized. We make Patent Cap Roofing, Roll Cap Roofing, "V" Crimped Roofing, Metal Ceilings, etc., etc.

We make a specialty of

**Corrugated Iron and  
Metal Roofing  
For Grain Elevators**

And take contracts either for material alone or job completed. Write us for prices. We can save you money.

Edward P. McKenna

John A. Rodgers

**McKENNA & RODGERS**  
COMMISSION MERCHANTS

Grain and Provisions, Shippers of Corn and Oats

61 Board of Trade, CHICAGO

Consignments given  
Special Attention

Phone  
Harrison 7228

Orders in Futures  
carefully executed

# SEEDS

**THE ALBERT DICKINSON CO.**

DEALERS IN

GRASS SEEDS, CLOVERS, FLAX SEED, LAWN GRASS, BEANS,  
PEAS, POPCORN, BIRD SEEDS, BUCKWHEAT, BAGS, ETC  
CHICAGO, ILL. Branch: Minneapolis, Minn.



## GRAIN RECEIVERS

## PHILADELPHIA

**L. F. MILLER & SONS,**  
Receivers and Shippers of  
**GRAIN, FEED, SEEDS, HAY, ETC.**  
OFFICE: 2931 N. BROAD ST., PHILADELPHIA, PA.  
CONSIGNMENTS SOLICITED. Special attention given to  
the handling of CORN AND OATS.  
REFERENCES: { Manufacturers' National Bank, Philadelphia, Pa.  
Union National Bank, Westminster, Md.

**E. E. DELP GRAIN CO.**  
GRAIN AND FEEDS

453 BOURSE PHILADELPHIA, PA.  
ELEVATOR, TRANSFER HOUSE AND MILLS:  
BOURBON, INDIANA

## MILWAUKEE

O. MOHR, Mgr. G. C. HOLSTEIN, Sec'y-Treas.  
**Mohr-Holstein Commission Co.**  
29 Chamber of Commerce  
MILWAUKEE  
Sample Grain a Specialty  
BRANCH OFFICES AT CHICAGO AND MINNEAPOLIS

OUR SPECIALTIES:  
**Malting Barley**  
**Milling and Distilling Rye**  
FAGG & TAYLOR, Shippers  
MILWAUKEE, WIS.

## KANSAS CITY

R. J. THRESHER, Pres. L. A. FULLER, Sec'y  
**THRESHER-FULLER GRAIN CO.**  
Grain Commission Merchants  
CONSIGNMENTS SOLICITED  
Grain Bought and Sold for Future Delivery  
311-14 Board of Trade KANSAS CITY, Mo.

## DETROIT

A. S. DUMONT R. C. ROBERTS R. L. HUGHES  
**Dumont, Roberts & Co.**  
RECEIVERS GRAIN SHIPPERS  
Chamber of Commerce  
DETROIT, MICH. Merchants Exchange  
DECATUR, ILL.  
Consignments Solicited. Ask for our bids and quotations.

## PEORIA

**P. B. & C. C. MILES**  
Established 1875 Incorporated 1910  
**PEORIA, ILL.**  
Handling Grain on Commission  
Our Specialty

A. G. TYNG, Jr. D. D. HALL  
**TYNG, HALL & CO.**  
Grain and Commission  
Merchants  
Rooms 33 and 35 Chamber of Commerce  
PEORIA, ILLINOIS

C. W. Buckley. Thos. J. Pursley  
**Buckley, Pursley & Co.**  
COMMISSION MERCHANTS  
GRAIN, HAY AND SEEDS  
PEORIA, ILL.  
References { First National Bank, Peoria, Ill.  
Commercial German National Bank, Peoria, Ill.

**W. W. Dewey & Sons**  
GRAIN COMMISSION

26 Chamber of Commerce, PEORIA, ILL.  
Prompt personal attention given to  
Consignments and orders for grain.

We Get Continuous Chicago Markets. Private Wires to all Points.  
**T. A. GRIER & CO.**  
Grain Shipping and Commission Merchants  
We Furnish Bids on Grain to Arrive  
and Also Solicit Consignments.  
18-22 Chamber of Commerce, PEORIA, ILL.

**RUMSEY, MOORE & CO.**  
GRAIN COMMISSION  
Board of Trade Bldg. PEORIA, ILL.

LOUIS MUELLER L. L. GRUSS  
**MUELLER GRAIN CO.**  
RECEIVERS and SHIPPERS  
GRAIN  
We Solicit Your Consignments of Grain and Hay  
ROOM 39 CHAMBER OF COMMERCE  
PEORIA, ILLINOIS

## SEEDS

Grain, Clover and Grass Seeds,  
**CHAS. E. PRUNTY,**  
7, 9 and 11 South Main St. SAINT LOUIS

## NEW YORK CITY

**L. W. FORBELL & CO.**  
Commission Merchants  
342 Produce Exchange NEW YORK  
Try us with consignments of oats and corn.  
We are Specialists in these grains and  
are strictly Commission Merchants.

**BROOKLYN HAY & GRAIN CO.**  
HAY, STRAW AND GRAIN  
COMMISSION MERCHANTS  
ON ALL MARKETS IN NEW YORK HARBOR  
Office: Borough of Brooklyn, New York

## INDIANAPOLIS

The  
**Bassett Grain Co.**  
INDIANAPOLIS  
Telephones 80 615-616 Board of Trade

**The Mutual Grain Company**  
GRAIN COMMISSION  
618 Board of Trade, INDIANAPOLIS, IND.  
Careful attention to all shipments

## ST. LOUIS

**"THE CONSIGNMENT HOUSE  
OF ST. LOUIS"**  
GRAIN, HAY & GRASS SEEDS  
**Picker & Beardsley Com. Co.**  
118 NORTH MAIN STREET.

Ship your Grain, Hay and Seeds to  
**John Mullally Commission Co.**  
ST. LOUIS, MO.  
WE NEVER BUY—HANDLE ON  
CONSIGNMENT ONLY



# GRAIN RECEIVERS

## TOLEDO

## PITTSBURG

## BUFFALO

When "Seedy"

Try

**C. A. KING & CO.**

Toledo Leads World

**"SEND IT TO ZAHM"**

THAT Consignment of Wheat, Oats, Corn or Seed.  
THAT Order for Futures--Toledo or Chicago.  
TOLEDO is the real market for Red Clover,  
Alsike and Timothy futures.

**J. F. ZAHM & CO.**

TOLEDO (Here since 1879) OHIO

ASK FOR OUR DAILY RED LETTER—FREE

**JOHN WICKENHISER & CO.**

Wholesale Grain Dealers

TOLEDO, OHIO

We make track bids and quote delivered prices.  
Solicit consignments of Grain and Clover Seed.  
Members Toledo Produce Exchange and Chicago  
Board of Trade

The Oats Specialists

**H. D. RADDATZ & CO.**

GRAIN, SEEDS AND FUTURES

Always in the market to buy or sell. Ask for  
our prices.

Room 21, Produce Exchange  
TOLEDO, OHIO

*Read  
Southworth's Daily  
and Special Letters*

Free on request to  
Southworth & Co.  
Grains—Seeds—Provisions  
Toledo, Ohio

Sizing up Pittsburg Market?

THINK OF

**H. G. MORGAN,** "The Pittsburg  
Hay Man"

727-729 Grain Exchange, Pittsburg, Pa.

**HAY—Ear Corn, Oats—HAY**

IN THE ONE SPOT 45 YEARS

**Daniel McCaffrey's Sons Co.**

Leading Hay and Grain Dealers

Pittsburg - - - Pennsylvania

**D. G. Stewart & Geidel**

GRAIN, HAY and FEED  
RYE A SPECIALTY

Office 1019 Liberty Street Pittsburg, Pa.

Proprietors Iron City Grain Elevator. Capacity 300,000 bu.

C. M. HARDMAN D. V. HECK

**HARDMAN & HECK**

Receivers and Shippers of  
GRAIN, HAY AND MILL FEED  
IN CAR LOADS

Office: 723-725 Wabash Bldg., Pittsburg, Pa.  
We buy direct or handle your grain on consignment. Our  
facilities are unequalled for handling your shipments  
satisfactorily in the Pittsburg market.

**W. F. Heck & Company**

RECEIVERS AND SHIPPERS IN CAR LOTS  
MIXED CARS OUR SPECIALTY

Grain, Hay, Straw and Mill Feed

Room 727, Wabash Bldg., Pittsburgh, Pa.

Members: National Hay Association and Use Robinson's  
Pittsburg Grain and Flour Exchange Code.

## CRAWFORDSVILLE, Ind.

**Crabbs Reynolds Taylor Company**

**CLOVER SEED**

Car Lot BUYERS of GRAIN

Crawfordsville Indiana

## LANCASTER

**DO YOU REALIZE**

That country trade always pays you  
best in every way?

We work a large country business.  
See the point?

JONAS F. EBY & SON, LANCASTER, PA.

**Alder-Stofer Grain Co.**

CONSIGNMENTS A SPECIALTY

Buffalo, N. Y.

The permanent success of our business depends on  
our customers' continued satisfaction. Our busi-  
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**The Churchill Grain & Seed Co.**

Commission Orders Executed. Grain and Seed Bought and Sold  
Members  
Offices: Buffalo, N. Y. New York Produce Exchange  
Toledo, Ohio Toledo Produce Exchange  
Seed Warehouse: Buffalo Corn Exchange  
Located at Toledo, Ohio

**A. W. HAROLD**

GRAIN

BARLEY A SPECIALTY

717 Chamber of Commerce BUFFALO, N. Y.

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**Burns Grain Company**

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We invite correspondence and solicit consignments.

GET OUR BIDS AND MARKET REPORTS

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CEREAL MILLERS

Buyers of White Corn, Yellow Corn  
and White Oats.

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**GRAIN and HAY**

308-310 Chamber of Commerce  
BALTIMORE, MD.

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**The McCaull-Dinsmore Co.**

COMMISSION MERCHANTS

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DULUTH MILWAUKEE OMAHA

Oats Are Our Specialty

**The Paddock Hodge Co.**

Receivers—TOLEDO—Shippers



## GRAIN RECEIVERS

### CHICAGO

GEO. S. DOLE, Pres. H. N. SAGER, Sec.  
**J. H. DOLE & CO.**  
(Established 1852)  
Commission Merchants, Grain and Seeds  
We solicit your  
**CONSIGNMENTS**  
and orders in futures  
226 La Salle Street. - - CHICAGO

**E. W. BAILEY & CO.**  
Commission Merchants  
GRAIN, SEEDS AND PROVISIONS  
72 Board of Trade CHICAGO

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**PHILIP H. SCHIFFLIN & CO.**  
INCORPORATED  
Commission Merchants  
515-518 Postal Telegraph Bldg.  
CHICAGO, ILLINOIS  
Consignments of all kinds of Grain and Field  
Seeds a specialty



**POPE & ECKHARDT CO.**  
Commission Merchants  
**Grain and Seeds**

316-322 Western Union Building

CHICAGO



**RUMSEY & COMPANY**  
COMMISSION MERCHANTS  
Consignments a Specialty for Forty Years  
80-81 BOARD OF TRADE,  
**CHICAGO**  
Branch Offices  
PEORIA  
ST. LOUIS  
I. P. RUMSEY  
HENRY A. RUMSEY

### CHICAGO

**SOMERS, JONES & CO.**  
(INCORPORATED)  
COMMISSION MERCHANTS  
GRAIN AND FIELD SEEDS  
CHICAGO MILWAUKEE MINNEAPOLIS  
We are amply prepared to give the best of service on consignments of cash grain and on orders for future delivery.  
Make drafts on us and address all correspondence to us at  
82 Board of Trade, CHICAGO

ESTABLISHED 1886  
**M. M. FREEMAN & CO.**  
COMMISSION MERCHANTS  
**HAY STRAW GRAIN**  
WE WANT YOUR SHIPMENTS 44 Board of Trade CHICAGO WRITE FOR MARKET LETTER

**ADOLPH KEMPNER COMPANY**  
COMMISSION MERCHANTS  
Reliable Crop Information. Prompt and Faithful Service.  
50 Board of Trade, CHICAGO

**Hulburt, Warren & Chandler**  
Stock Brokers and Commission Merchants, Grain and Provisions.  
Business solicited in any department  
Receiving, Shipping, Futures  
130 S. La Salle St. CHICAGO

**We Buy**  
Wheat—Corn—Oats—Barley—Rye  
Send Samples  
**The Quaker Oats Co.**  
Cereal Millers  
Grain Dept. 1600 Railway Exchange  
CHICAGO

### CHICAGO

W. A. FRASER, Pres. W. A. FRASER, Jr., Vice-Pres.  
R. W. CARDER, Sec. and Treas.  
**W. A. FRASER CO.**  
GRAIN COMMISSION  
715 Royal Insurance Bldg., CHICAGO, ILL.  
ST. LOUIS, MO. PEORIA, ILL.  
Tel. Wabash 1252

EVERYONE HAS A HOBBY  
SO HAVE WE  
**CONSIGNMENTS**  
THAT'S ALL TRY US  
**M. L. VEON & CO.**  
762 INSURANCE EXCHANGE BUILDING, CHICAGO

**Lamson Bros. & Co.**  
ESTABLISHED 1874  
Commission Merchants  
AND  
Track Buyers of Grain  
6 Board of Trade CHICAGO  
Ask for Bids Consignments Solicited

WM. SIMONS, Pres. and Treas. WARREN T. McCRAY, Vice-Pres.  
**SAWERS GRAIN CO.**  
CHICAGO  
522 POSTAL TEL. BLDG.  
TELEPHONE, HARRISON 1504  
GEO. L. STEBBINS, Sec'y. W. A. WERNER E. E. RICE, Representatives

J. Herbert Ware Edward F. Leland  
**CONSIGN**  
your Grain and Seeds, and send your  
orders for  
GRAIN, PROVISIONS and STOCKS to  
**WARE & LELAND**  
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Royal Insurance Bldg.  
CHICAGO  
Long Distance Phones:  
Wabash 3262 Automatic 51073  
Your Interests Are Our Interests



## GRAIN RECEIVERS

## CHICAGO

**ARMOUR GRAIN CO.****GRAIN DEALERS**

CONSIGNMENTS SOLICITED. This department is fully equipped in every way to give the very best service in Chicago.

137 S. La Salle St. CHICAGO

## CHICAGO

**H. M. PAYNTER****GRAIN COMMISSION**

Special attention given consignments of grain and seeds. Orders in futures carefully executed

402-408 Western Union Bldg., Chicago

All business transacted through and confirmed by H. W. Rogers & Bro.

## CHICAGO

**Gerstenberg & Company****COMMISSION MERCHANTS**

Grain Seeds and Mill Feed

Barley a Specialty

305-315 La Salle St., CHICAGO, ILL.

HELLO! HELLO!! HELLO!!!  
¶ In order to get the best results from a telephone conversation, you have got to have a good connection. Just so in the handling of your business. ¶ Connect with the firm that is a live wire; that will look after your interests; call for inspection when necessary; get good prices; make quick returns, and give you liberal treatment. ¶ In other words, make a connection with

ROSENBAUM BROTHERS, 77 Board of Trade, CHICAGO.

¶ Send us your grain to be sold on commission. ¶ Let us bid for it when you desire to sell to arrive. ¶ You'll make no mistake (either Toledo or Chicago). ¶ Let us hear from you.

PHONE. TELEGRAPH. WRITE.

**HENRY H. FREEMAN & CO.****Hay, Straw and Grain  
COMMISSION MERCHANTS**

Correspondence and Consignments Solicited.  
Market Reports on Application.

66 Board of Trade CHICAGO, ILL.

**HOOVER GRAIN COMPANY****OAT****Shippers**

Operate Atlantic and Grand Trunk Western Elevators  
CHICAGO

**F. E. WINANS & CO.****GRAIN AND FIELD SEEDS  
COMMISSION MERCHANTS**

Barley, Oats, Wheat, Corn, Rye, Timothy, Clover, Flax, Hungarian Millet

96 BOARD OF TRADE, CHICAGO

Write us freely on all matters pertaining to grain and field seeds. Your questions fully and cheerfully answered; particular attention paid to timothy seed and grain by sample. Consignments and speculative orders receive our careful personal attention.

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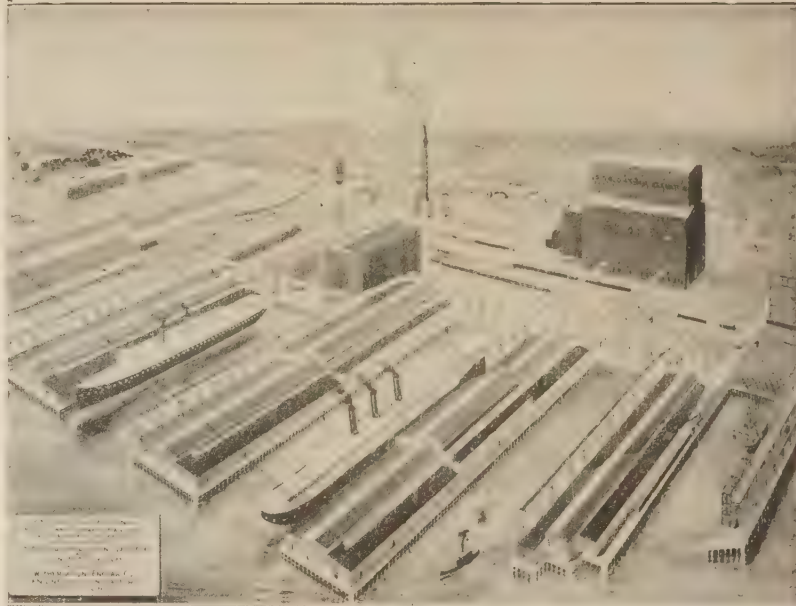


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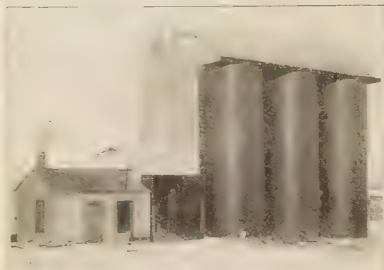


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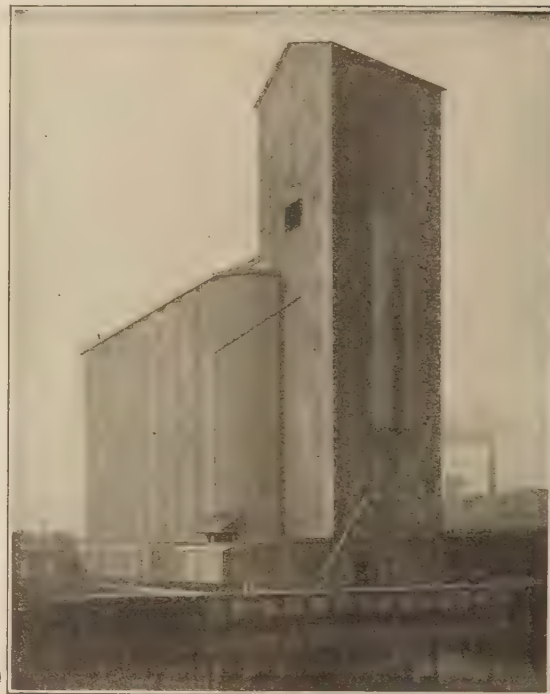


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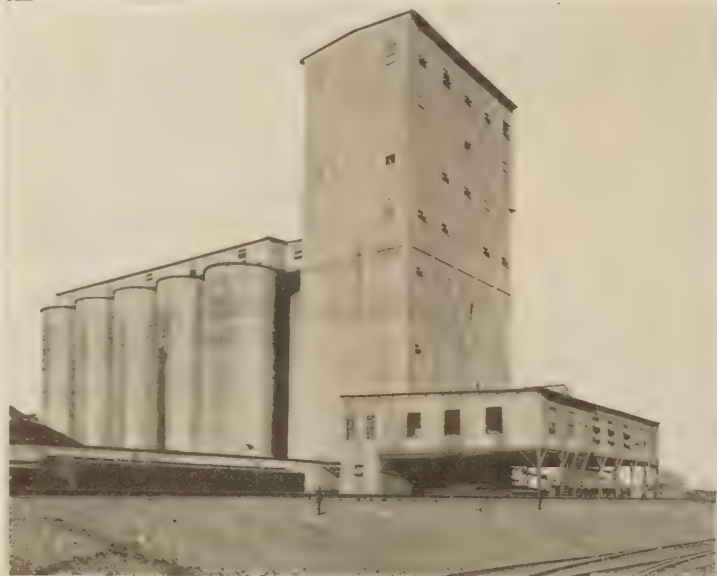


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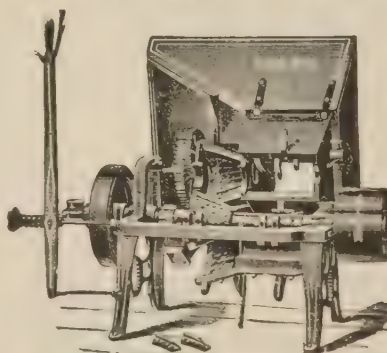
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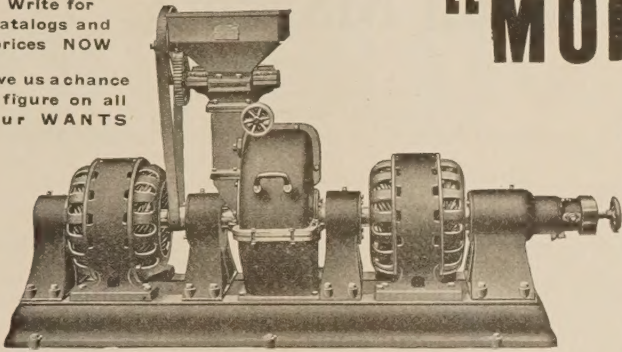
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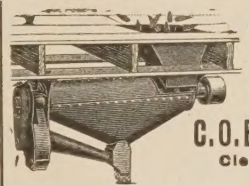
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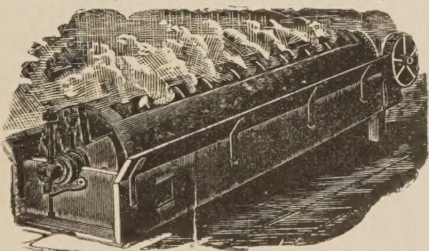
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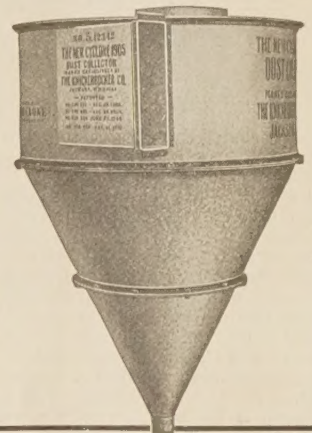
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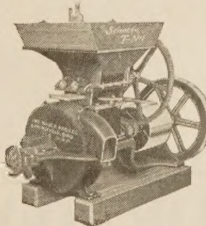
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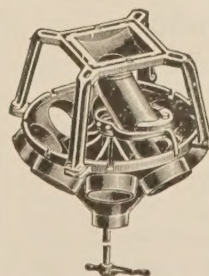
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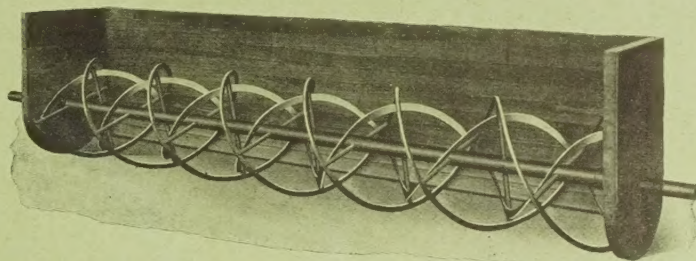
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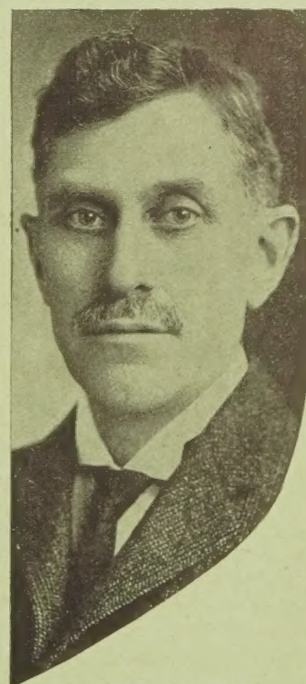
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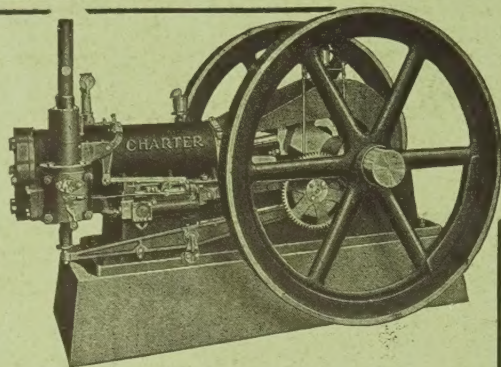
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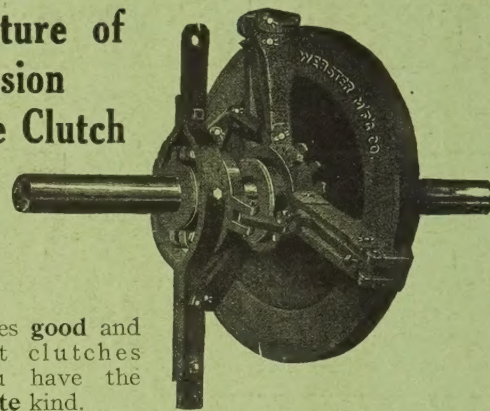
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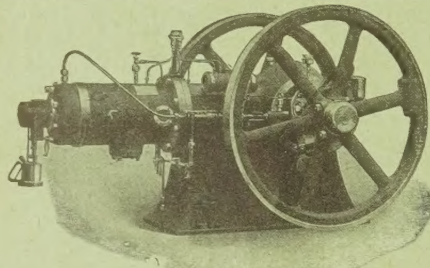
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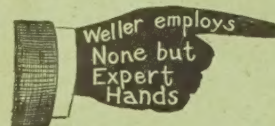
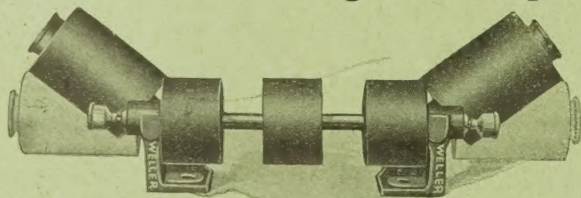
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